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Record July Home Sales Push Prices Up

MADISON, Wis. – Wisconsin’s existing home sales hit a new record for the month of July, which increased prices by double digits, according to the most recent monthly analysis of the state housing market by the Wisconsin REALTORS® Association (WRA). Sales of existing homes rose 7.6% in July relative to that same month in 2019, and the median price rose to \$226,400, which is 10.4% higher than July 2019. On a year-to-date basis, sales are now only slightly lower than this time last year, with sales in the first seven months of 2020 just 1.9% below the same period of 2019, and prices are up 8.4% to \$213,000.

“July was a remarkably robust month for home sales, given what we’ve been through the past four months,” said WRA Chairman Steve Beers. A total of 9,649 homes were sold in July, the most homes sold during a July since the WRA re-benchmarked its data-collection methods in 2005. The previous record was July 2019, when 8,969 home sales closed. “What makes this record even more impressive is that it happened in an environment of extraordinarily tight inventories,” said Beers. There were just four months of available supply in July, which is well below the six-month level that indicates a balanced market. “We’ve been in a seller’s market for almost three years,” he said. While every region of the state saw increases in sales, the strongest growth was in less-urbanized areas. Over the last 12 months, home sales were up 18.6% in the North region, and they rose 11.1% and 11.7% in the Central and West regions, respectively. “This makes sense because rural areas have higher inventory levels,” said Beers. Statewide, rural counties had 6.4 months of available supply in July, compared to just 3.4 months of supply in the metropolitan counties.

“We had record home sales because we had record-low mortgage rates,” said WRA President & CEO Michael Theo. This was the fourth straight month where the 30-year fixed mortgage rate dipped into record-low territory, falling to 3.02% in July. By comparison, mortgage rates were at 3.77% just a year ago, so they have fallen three quarters of a percent. “Wisconsin’s home prices were up over 10% over the last year, yet affordability only dropped 4.5% over the period,” said Theo. The Wisconsin Housing Affordability index shows the percent of the statewide median-priced home that a buyer with median family income qualifies to purchase assuming a healthy 20% down payment and the remaining balance financed with a 30-year fixed-rate mortgage at current rates. The index stood at 193, which means that buyer qualifies to purchase 193% of the median-priced home.

Theo noted that even though Wisconsin home prices have been appreciating quickly on an annual basis, home prices are still well below national levels. The median price of a home in the U.S. in June was \$298,600, which is the latest available data from the National Association of REALTORS®. By comparison, the Wisconsin median price in June was just \$222,500. “Your income buys a lot more home in Wisconsin than in other areas of the country,” said Theo.

“We just had the biggest quarterly contraction in U.S. history,” said David Clark, Marquette University economist and consultant to the WRA. The advance estimate of real GDP, a measure of inflation-adjusted national output, dropped 32.9% in the second quarter, relative to the first quarter of the year. “While this is a shocking figure, it’s not surprising given the

economic lockdown intended to control the pandemic,” said Clark. He notes that there will be mixed economic signals in the months ahead, but he expects improvement in the second half of the year. “Consumer confidence fell in July due in part to the resurgence of COVID-19 in some regions of the country, but nationally, workers continue to return to work,” he said. In August, initial claims for unemployment in the U.S. fell below 1 million for the first time since the national emergency was declared in March. “This trend in the labor market should continue now that the federal \$600 enhancement to weekly unemployment benefits has expired, and that should help alleviate some of the labor shortages that emerged in the summer,” said Clark.

“We can’t expect record sales every month especially given the supply crunch, but these record-low mortgage rates will fuel the demand side for the late summer and fall sales season,” said Theo. He noted that this is a great time for sellers to list their homes. “REALTORS® are moving homes quickly in this hot market, often at or above the listing price,” said Theo. “We expect that to continue the next few months assuming mortgage rates remain low, so this is an ideal time to work with a REALTOR® who is experienced to sell your 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		
	July 2020	July 2019	% Change	July 2020	July 2019	% Change
Unit Sales	9,649	8,969	+7.6%	45,078	45,956	-1.9%
Median Price	\$226,400	\$205,000	+10.4%	\$213,000	\$196,500	+8.4%
New Listings	10,292	11,091	-7.2%	x	X	X
Total Listings	26,814	35,595	-24.7%	x	X	X
Months of Inventory	4.0	5.3	-24.5%	x	X	X
Average Days on Market	91	86	+5.8%	x	X	X
WI Housing Affordability Index	193	202	-4.5%	x	X	X

Housing Price Range Statistics

Price Range	Total July 2020 Listings	Average Days on Market (Aug 2019 - Jul 2020)	Total Sold (Aug 2019 - Jul 2020)	Total Volume Sold (Aug 2019 - Jul 2020)	Months of Inventory (Aug 2019 - Jul 2020)
\$0-\$124,999	4,304	152	15,290	\$1,272,124,402	3.4
\$125,000 - \$199,999	6,113	83	24,492	\$3,948,710,421	3.0
\$200,000 - \$349,999	8,609	88	28,338	\$7,511,831,708	3.6
\$350,000 - \$499,999	4,247	104	9,278	\$3,765,589,219	5.5
\$500,000 and higher	3,542	158	4,427	\$3,216,671,571	9.6

Inventory by Urban Classification

County type	July 2020	July 2019
Metropolitan Counties Combined	3.4	4.3
Micropolitan Counties Combined	4.2	6.1
Rural Counties Combined	6.4	9.1
All Wisconsin Counties	4.0	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, 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: July 2020 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Central	Adams	140,000	139,000	+0.7%	81	75	+8.0%	5.1	9.8	-48.0%	144	126	+14.3%
	Clark	109,900	105,000	+4.7%	39	29	+34.5%	5.9	10.0	-41.0%	132	172	-23.3%
	Juneau	142,450	130,000	+9.6%	48	47	+2.1%	5.3	9.7	-45.4%	105	103	+1.9%
	Marathon	193,500	180,000	+7.5%	227	197	+15.2%	3.7	4.4	-15.9%	83	80	+3.8%
	Marquette	176,250	173,500	+1.6%	38	32	+18.8%	5.5	9.2	-40.2%	144	177	-18.6%
	Portage	215,000	168,500	+27.6%	95	104	-8.7%	3.7	4.8	-22.9%	78	82	-4.9%
	Waushara	164,950	173,450	-4.9%	58	32	+81.3%	5.5	7.6	-27.6%	125	83	+50.6%
	Wood	130,500	118,000	+10.6%	102	103	-1.0%	3.5	4.6	-23.9%	82	94	-12.8%
Central Regional Total		168,675	151,100	+11.6%	688	619	+11.1%	4.3	6.1	-29.5%	100	99	+1.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
North	Ashland	123,500	176,500	-30.0%	26	33	-21.2%	10.0	11.9	-16.0%	121	152	-20.4%
	Barron	210,000	146,500	+43.3%	138	94	+46.8%	4.7	7.4	-36.5%	116	93	+24.7%
	Bayfield	192,450	178,500	+7.8%	54	51	+5.9%	9.8	13.4	-26.9%	204	85	+140.0%
	Burnett	215,000	186,500	+15.3%	68	78	-12.8%	5.1	7.2	-29.2%	132	114	+15.8%
	Douglas	152,500	155,000	-1.6%	87	81	+7.4%	3.8	6.2	-38.7%	69	74	-6.8%
	Florence	NA	NA	NA	4	1	+300.0%	12.6	30.5	-58.7%	230	37	+521.6%
	Forest	206,600	150,000	+37.7%	23	15	+53.3%	7.2	14.1	-48.9%	279	98	+184.7%
	Iron	199,900	214,999	-7.0%	11	11	0.0%	15.7	19.9	-21.1%	157	277	-43.3%
	Langlade	132,450	81,500	+62.5%	40	44	-9.1%	7.2	11.3	-36.3%	189	139	+36.0%
	Lincoln	135,500	142,500	-4.9%	58	47	+23.4%	4.6	8.7	-47.1%	122	101	+20.8%
	Oneida	200,000	254,500	-21.4%	121	102	+18.6%	6.3	8.5	-25.9%	122	113	+8.0%
	Polk	197,880	185,000	+7.0%	86	75	+14.7%	4.6	6.1	-24.6%	82	67	+22.4%
	Price	144,000	155,000	-7.1%	45	31	+45.2%	10.3	15.3	-32.7%	181	240	-24.6%
	Rusk	130,000	145,000	-10.3%	41	21	+95.2%	5.2	9.9	-47.5%	115	226	-49.1%
	Sawyer	228,250	156,000	+46.3%	86	59	+45.8%	7.9	12.1	-34.7%	181	199	-9.0%
Taylor	128,800	105,850	+21.7%	20	23	-13.0%	6.3	7.5	-16.0%	109	119	-8.4%	
Vilas	262,500	230,000	+14.1%	92	83	+10.8%	9.1	12.8	-28.9%	170	148	+14.9%	
Washburn	238,650	180,000	+32.6%	83	64	+29.7%	5.8	9.2	-37.0%	128	137	-6.6%	
North Regional Total		188,358	165,000	+14.2%	1,083	913	+18.6%	6.4	9.4	-31.9%	136	123	+10.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Northeast	Brown	238,100	200,000	+19.1%	361	377	-4.2%	3.5	4.1	-14.6%	82	73	+12.3%
	Calumet	206,000	231,500	-11.0%	73	70	+4.3%	3.2	4.5	-28.9%	78	100	-22.0%
	Door	285,000	227,500	+25.3%	99	94	+5.3%	8.2	10.6	-22.6%	177	215	-17.7%
	Fond du Lac	159,900	147,450	+8.4%	164	134	+22.4%	3.6	4.9	-26.5%	92	97	-5.2%
	Green Lake	175,000	135,500	+29.2%	47	22	+113.6%	7.4	8.5	-12.9%	237	220	+7.7%
	Kewaunee	181,250	150,250	+20.6%	34	24	+41.7%	4.2	6.9	-39.1%	112	117	-4.3%
	Manitowoc	126,000	125,000	+0.8%	124	89	+39.3%	3.4	4.9	-30.6%	87	82	+6.1%
	Marinette	134,950	122,200	+10.4%	88	90	-2.2%	5.1	8.1	-37.0%	179	128	+39.8%
	Menominee	NA	NA	NA	7	4	+75.0%	3.1	8.2	-62.2%	113	117	-3.4%
	Oconto	180,000	159,500	+12.9%	72	44	+63.6%	5.1	8.3	-38.6%	105	130	-19.2%
	Outagamie	235,000	189,000	+24.3%	250	277	-9.7%	3.0	3.5	-14.3%	76	73	+4.1%
	Shawano	173,250	135,000	+28.3%	58	59	-1.7%	4.5	6.7	-32.8%	152	79	+92.4%
	Waupaca	165,000	144,000	+14.6%	77	78	-1.3%	4.9	6.0	-18.3%	89	113	-21.2%
	Winnebago	180,000	162,450	+10.8%	256	264	-3.0%	3.1	4.2	-26.2%	65	90	-27.8%
Northeast Regional Total		190,000	173,900	+9.3%	1,710	1,626	+5.2%	3.9	5.2	-25.0%	99	97	+2.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
South Central	Columbia	216,000	215,900	0.0%	90	94	-4.3%	4.0	5.5	-27.3%	82	87	-5.7%
	Crawford	142,450	173,900	-18.1%	24	17	+41.2%	6.8	9.6	-29.2%	152	142	+7.0%
	Dane	323,000	299,000	+8.0%	941	979	-3.9%	3.4	4.1	-17.1%	87	81	+7.4%
	Dodge	193,000	175,000	+10.3%	141	95	+48.4%	3.6	5.5	-34.5%	93	98	-5.1%
	Grant	140,000	142,500	-1.8%	57	42	+35.7%	5.6	7.9	-29.1%	103	101	+2.0%
	Green	178,000	194,500	-8.5%	54	45	+20.0%	3.7	4.8	-22.9%	79	87	-9.2%
	Iowa	179,750	205,000	-12.3%	30	21	+42.9%	5.3	7.1	-25.4%	85	105	-19.0%
	Jefferson	258,500	221,750	+16.6%	147	132	+11.4%	3.9	5.5	-29.1%	90	84	+7.1%
	Lafayette	159,000	117,200	+35.7%	20	16	+25.0%	6.0	6.4	-6.3%	93	112	-17.0%
	Richland	124,750	121,500	+2.7%	14	14	0.0%	5.5	8.9	-38.2%	143	89	+60.7%
	Rock	211,000	183,000	+15.3%	261	255	+2.4%	3.0	3.9	-23.1%	83	72	+15.3%
	Sauk	220,900	195,000	+13.3%	133	113	+17.7%	4.1	6.2	-33.9%	106	107	-0.9%
South Central Regional Total		265,000	250,000	+6.0%	1,912	1,823	+4.9%	3.7	4.7	-21.3%	90	84	+7.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Southeast	Kenosha	215,950	215,500	+0.2%	292	244	+19.7%	3.1	4.2	-26.2%	69	70	-1.4%
	Milwaukee	195,000	179,900	+8.4%	1,225	1,248	-1.8%	3.1	3.7	-16.2%	63	63	0.0%
	Ozaukee	345,250	320,000	+7.9%	184	171	+7.6%	4.3	5.3	-18.9%	78	81	-3.7%
	Racine	210,500	179,000	+17.6%	323	271	+19.2%	3.5	4.3	-18.6%	76	63	+20.6%
	Sheboygan	179,900	157,750	+14.0%	149	144	+3.5%	3.2	4.9	-34.7%	76	79	-3.8%
	Walworth	266,854	225,000	+18.6%	248	203	+22.2%	4.9	6.4	-23.4%	110	94	+17.0%
	Washington	297,350	259,900	+14.4%	219	219	0.0%	3.2	4.2	-23.8%	72	68	+5.9%
	Waukesha	355,000	318,000	+11.6%	708	675	+4.9%	3.3	4.2	-21.4%	72	75	-4.0%
Southeast Regional Total		248,500	220,000	+13.0%	3,348	3,175	+5.4%	3.4	4.2	-19.0%	72	70	+2.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
West	Buffalo	130,000	90,000	+44.4%	13	19	-31.6%	5.7	9.5	-40.0%	97	127	-23.6%
	Chippewa	232,700	187,000	+24.4%	122	99	+23.2%	3.8	6.5	-41.5%	93	84	+10.7%
	Dunn	189,000	176,200	+7.3%	68	56	+21.4%	4.3	5.9	-27.1%	83	87	-4.6%
	Eau Claire	234,000	188,000	+24.5%	177	147	+20.4%	3.9	4.6	-15.2%	80	69	+15.9%
	Jackson	144,450	148,900	-3.0%	16	38	-57.9%	6.3	7.7	-18.2%	90	110	-18.2%
	La Crosse	228,000	206,700	+10.3%	183	157	+16.6%	3.1	4.1	-24.4%	71	66	+7.6%
	Monroe	179,950	172,500	+4.3%	78	55	+41.8%	4.6	6.3	-27.0%	109	79	+38.0%
	Pepin	161,500	NA	NA	18	7	+157.1%	6.2	9.4	-34.0%	93	118	-21.2%
	Pierce	251,000	250,550	+0.2%	34	29	+17.2%	4.2	5.9	-28.8%	86	85	+1.2%
	St. Croix	294,350	265,000	+11.1%	134	141	-5.0%	4.0	5.2	-23.1%	79	86	-8.1%
	Trempealeau	162,000	171,900	-5.8%	25	35	-28.6%	5.1	7.1	-28.2%	110	107	+2.8%
	Vernon	190,000	168,450	+12.8%	40	30	+33.3%	6.3	6.8	-7.4%	101	110	-8.2%
West Regional Total		223,450	193,500	+15.5%	908	813	+11.7%	4.1	5.5	-25.5%	85	82	+3.7%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
226,400	205,000	+10.4%	9,649	8,969	+7.6%	91	86	+5.8%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
4.0	5.3	-24.5%	10,292	11,091	-7.2%	26,814	35,595	-24.7%

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	4,304	152	15,290	1,272,124,402	3.4
\$125,000 - \$199,999	6,113	83	24,492	3,948,710,421	3.0
\$200,000 - \$349,999	8,609	88	28,338	7,511,831,708	3.6
\$350,000 - \$499,999	4,247	104	9,278	3,765,589,219	5.5
\$500,000+	3,542	158	4,427	3,216,671,571	9.6

Months of Inventory by Broad Urban-Rural Classification

Category	July 2020	July 2019
Metropolitan Counties Combined	3.4	4.3
Micropolitan Counties Combined	4.2	6.1
Rural Counties Combined	6.4	9.1
State Total	4.0	5.3



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Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Central	Adams	145,000	140,000	+3.6%	329	315	+4.4%
	Clark	117,000	115,000	+1.7%	157	139	+12.9%
	Juneau	145,250	127,000	+14.4%	235	213	+10.3%
	Marathon	178,200	165,500	+7.7%	964	982	-1.8%
	Marquette	160,500	144,900	+10.8%	132	132	0.0%
	Portage	189,950	178,200	+6.6%	418	420	-0.5%
	Waushara	145,000	149,900	-3.3%	221	187	+18.2%
	Wood	132,700	128,000	+3.7%	490	495	-1.0%
Central Regional Total		157,600	150,000	+5.1%	2,946	2,883	+2.2%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
North	Ashland	108,652	115,000	-5.5%	123	132	-6.8%
	Barron	173,000	156,250	+10.7%	498	454	+9.7%
	Bayfield	170,000	162,000	+4.9%	192	215	-10.7%
	Burnett	191,000	153,375	+24.5%	303	352	-13.9%
	Douglas	150,000	143,950	+4.2%	359	400	-10.3%
	Florence	NA	NA	NA	8	6	+33.3%
	Forest	130,000	150,000	-13.3%	95	63	+50.8%
	Iron	175,500	164,900	+6.4%	60	47	+27.7%
	Langlade	127,000	87,500	+45.1%	192	166	+15.7%
	Lincoln	133,500	133,000	+0.4%	287	250	+14.8%
	Oneida	192,000	185,000	+3.8%	476	462	+3.0%
	Polk	199,760	200,000	-0.1%	419	430	-2.6%
	Price	129,000	125,000	+3.2%	184	146	+26.0%
	Rusk	141,500	106,000	+33.5%	116	101	+14.9%
	Sawyer	234,000	212,500	+10.1%	295	304	-3.0%
	Taylor	134,250	134,800	-0.4%	118	123	-4.1%
	Vilas	245,000	207,000	+18.4%	354	315	+12.4%
Washburn	220,000	163,700	+34.4%	283	276	+2.5%	
North Regional Total		172,000	159,000	+8.2%	4,362	4,242	+2.8%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Northeast	Brown	220,000	194,900	+12.9%	1,870	1,935	-3.4%
	Calumet	201,000	205,400	-2.1%	397	431	-7.9%
	Door	245,000	199,000	+23.1%	343	402	-14.7%
	Fond du Lac	148,000	140,700	+5.2%	759	786	-3.4%
	Green Lake	156,125	134,500	+16.1%	166	146	+13.7%
	Kewaunee	153,400	143,251	+7.1%	157	146	+7.5%
	Manitowoc	127,000	116,000	+9.5%	592	585	+1.2%
	Marinette	125,000	120,000	+4.2%	362	343	+5.5%
	Menominee	274,000	362,500	-24.4%	20	16	+25.0%
	Oconto	145,000	151,250	-4.1%	355	292	+21.6%
	Outagamie	205,000	183,000	+12.0%	1,327	1,399	-5.1%
	Shawano	137,000	120,000	+14.2%	271	269	+0.7%
	Waupaca	155,000	142,000	+9.2%	322	401	-19.7%
	Winnebago	170,000	152,000	+11.8%	1,247	1,240	+0.6%
Northeast Regional Total		179,000	164,900	+8.6%	8,188	8,391	-2.4%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
South Central	Columbia	220,000	203,500	+8.1%	439	439	0.0%
	Crawford	128,900	135,000	-4.5%	113	103	+9.7%
	Dane	310,000	295,306	+5.0%	4,677	4,888	-4.3%
	Dodge	171,500	159,950	+7.2%	631	546	+15.6%
	Grant	143,000	142,500	+0.4%	247	225	+9.8%
	Green	187,250	194,500	-3.7%	232	245	-5.3%
	Iowa	206,700	180,000	+14.8%	134	141	-5.0%
	Jefferson	236,750	225,000	+5.2%	706	702	+0.6%
	Lafayette	149,000	117,000	+27.4%	85	75	+13.3%
	Richland	134,000	142,000	-5.6%	84	76	+10.5%
	Rock	179,900	165,000	+9.0%	1,292	1,351	-4.4%
	Sauk	225,000	191,000	+17.8%	534	545	-2.0%
South Central Regional Total		254,900	241,000	+5.8%	9,174	9,336	-1.7%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Southeast	Kenosha	201,143	190,500	+5.6%	1,310	1,347	-2.7%
	Milwaukee	184,000	170,000	+8.2%	6,285	6,798	-7.5%
	Ozaukee	330,000	321,500	+2.6%	754	766	-1.6%
	Racine	191,000	178,900	+6.8%	1,540	1,577	-2.3%
	Sheboygan	172,900	153,850	+12.4%	799	797	+0.3%
	Walworth	250,000	223,000	+12.1%	1,037	1,083	-4.2%
	Washington	272,900	248,575	+9.8%	1,105	1,126	-1.9%
	Waukesha	330,000	309,000	+6.8%	3,346	3,440	-2.7%
Southeast Regional Total		230,000	211,950	+8.5%	16,176	16,934	-4.5%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
West	Buffalo	140,000	125,000	+12.0%	81	89	-9.0%
	Chippewa	205,000	190,000	+7.9%	529	461	+14.8%
	Dunn	185,000	172,500	+7.2%	359	321	+11.8%
	Eau Claire	202,500	190,050	+6.6%	782	850	-8.0%
	Jackson	136,000	139,900	-2.8%	96	135	-28.9%
	La Crosse	213,000	195,000	+9.2%	845	818	+3.3%
	Monroe	172,000	162,500	+5.8%	309	289	+6.9%
	Pepin	129,900	146,000	-11.0%	67	49	+36.7%
	Pierce	244,700	214,500	+14.1%	205	188	+9.0%
	St. Croix	272,000	250,000	+8.8%	648	675	-4.0%
	Trempealeau	171,700	164,800	+4.2%	153	149	+2.7%
	Vernon	173,000	161,450	+7.2%	158	146	+8.2%
West Regional Total		206,000	192,000	+7.3%	4,232	4,170	+1.5%

YTD Statewide Median Price

Through 7/2020	Through 7/2019	% Change
213,000	196,500	+8.4%

YTD Statewide Sales

Through 7/2020	Through 7/2019	% Change
45,078	45,956	-1.9%