Wisconsin REALTORS® Association

Date: 3/22/2021
For Release: Immediately
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February Wisconsin Housing Market Remarkably Robust

MADISON, Wis. – Strong February housing sales pushed what are typically the three slowest months of the year into record territory, according to the most recent analysis of the existing home market by the Wisconsin REALTORS® Association (WRA). February 2021 sales increased 5.5% compared to February 2020, which was the last month before the recession began. Inventories continued to be very tight, which has led to a sustained period of very strong price appreciation. The median price rose to $215,000 in February, which is 13.2% higher than 12 months earlier. In fact, median prices have grown at an annual rate of 9.7% or higher each month since July of last year.

“This is the second year in a row of record winter sales in the state,” said WRA Board Chair Mary Duff. Closed sales for the period between December 2020 and February 2021 rose to 16,350 homes sold statewide, which is 15% higher than the previous winter sales record established last year. Every region of the state experienced record sales this winter, with the strongest growth in the North region, which increased 31.8% over the previous winter months. Duff noted that this shows that buyers remain highly motivated. “Winter is definitely the least convenient time to move in Wisconsin, but there are buying opportunities even in this market, and REALTORS® have redoubled their efforts to serve those motivated buyers,” she said.

“This is the strongest seller’s market on record, and it pushed prices up sharply in February,” said WRA President & CEO Michael Theo. The inventory problem shows no sign of abating. The state had just 2.1 months of available supply in February, which is the second straight month of record-low inventory levels. “Every price range of homes, every region of the state, and every type of county, from the most urban to the most rural, have very strong seller’s markets,” said Theo. He pointed out that this is generating strong upward pressure on prices, with the median price up 11.1% comparing the first two months of 2021 with that same period last year. “Rapid growth in housing prices typically hurts our affordability, but fortunately mortgage rates remain close to the record-low levels set in December, so affordability didn’t fall very much,” he said. The Wisconsin Housing Affordability Index shows the fraction of the median-priced home that a qualified buyer with median family income can afford to buy, assuming 20% down and the remaining balance financed with a 30-year fixed mortgage. Since the 30-year fixed mortgage rate has been below 3% since August, and it stood at just 2.81% in February, Wisconsin affordability fell just 4.5% over the last 12 months.

“One bright spot has been the new construction market,” said Theo. A review of Wisconsin single-family permit data compiled by the U.S. Census Bureau shows an increase of 13.7% in 2020 compared to 2019, and housing permits were up 19% in January compared to 12 months earlier. The number of permits is a reliable predictor of housing starts. “Most buyers who build a new home are trading up from an existing home, so the strong seller’s market is helping to fuel the new home market,” said Theo. Since the average time from a housing start to completion is 7.4 months in the Midwest, the increased permit activity in 2020 should help mitigate the supply problem in 2021. “We still need to see more inventory of existing homes, but this is a good sign going into the peak sales season,” he said.

"The Wisconsin labor market continues to improve, and a recent re-benchmarking of the data shows that the state has added back about two thirds of the jobs lost in the first two months of the recession," said David Clark, Marquette University economist and consultant to the WRA. The state periodically recalibrates monthly employment statistics derived on a monthly basis from small samples of households and employers, with more complete counts of employment by the U.S. Census. The updates reveal that the state lost 371,100 nonfarm jobs in the first two months of the recession in March and April 2020, and it has added back 246,000 of those jobs as of January 2021. In addition, the unemployment rate dropped to 3.8% in January, although part of that is a result of some workers leaving the labor market. "As the vaccination rate expands, economic restrictions should diminish, allowing for a more complete economic recovery," said Clark. He noted that preliminary indicators suggest the national economy is growing at a healthy pace. The New York Federal Reserve Bank is projecting that first quarter 2021 real (inflation adjusted) GDP growth will be 8.6%, which is very strong economic growth. "A growing economy will continue to stimulate demand for single-family housing this year," said Clark.

The combination of a growing economy and near record-low mortgage rates will keep demand pressures high. "There's no doubt that homes will move quickly once they are listed, and a REALTOR® who is experienced can help buyers and sellers navigate this very tight market, maximizing the likelihood of a successful outcome," 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		
	Feb 2021	Feb 2020	% Change		Feb 2021	Feb 2020	% Change
Unit Sales	4,395	4,164	+5.5%		9,124	8,409	+8.5%
Median Price	$215,000	$189,900	+13.2%		$211,000	$190,000	+11.1%
New Listings	5,026	6,926	-27.4%		x	X	X
Total Listings	15,575	25,258	-38.3%		x	X	X
Months of Inventory	2.1	3.6	-41.7%		x	X	X
Average Days on Market	95	110	-13.6%		x	X	X
WI Housing Affordability Index	221	232	-4.5%		x	X	X

Housing Price Range Statistics					
Price Range	Total Feb 2021 Listings	Average Days on Market (Mar 2020 - Feb 2021)	Total Sold (Mar 2020 - Feb 2021)	Total Volume Sold (Mar 2020 - Feb 2021)	Months of Inventory (Mar 2020 - Feb 2021)
$0-$124,999	2,585	163	14,268	$1,250,235,619	2.2
$125,000 - $199,999	3,588	95	25,853	$4,223,626,456	1.7
$200,000 – $349,999	4,870	97	31,842	$8,560,624,201	1.8
$350,000 - $499,999	2,417	117	11,576	$4,732,744,376	2.5
$500,000 and higher	2,115	164	6,064	$4,997,777,106	4.2

Inventory by Urban Classification		
County type	Feb 2021	Feb 2020
Metropolitan Counties Combined	1.9	3.1
Micropolitan Counties Combined	2.2	4.1
Rural Counties Combined	2.6	5.9
All Wisconsin Counties	2.1	3.6

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: February 2021 | State: WI | Type: Residential

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	County	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change
Central	Adams	165,000	182,750	-9.7%	41	26	+57.7%	2.4	5.4	-55.6%	112	165	-32.1%
	Clark	119,000	NA	NA	24	9	+166.7%	3.2	6.5	-50.8%	114	124	-8.1%
	Juneau	172,988	122,000	+41.8%	21	18	+16.7%	2.6	6.0	-56.7%	192	147	+30.6%
	Marathon	159,900	159,500	+0.3%	101	84	+20.2%	2.1	3.2	-34.4%	96	113	-15.0%
	Marquette	162,750	122,500	+32.9%	20	10	+100.0%	2.5	6.0	-58.3%	210	101	+107.9%
	Portage	205,530	158,000	+30.1%	35	37	-5.4%	2.1	3.1	-32.3%	93	109	-14.7%
	Waushara	115,000	85,000	+35.3%	13	25	-48.0%	1.8	5.7	-68.4%	127	151	-15.9%
	Wood	135,500	97,000	+39.7%	50	43	+16.3%	2.0	3.2	-37.5%	88	121	-27.3%
	Central Regional Total	**159,900**	**139,000**	**+15.0%**	**305**	**252**	**+21.0%**	**2.2**	**4.1**	**-46.3%**	**113**	**125**	**-9.6%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	County	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change
North	Ashland	113,500	72,950	+55.6%	14	10	+40.0%	4.6	10.0	-54.0%	135	216	-37.5%
	Barron	188,750	132,750	+42.2%	39	26	+50.0%	2.4	4.7	-48.9%	117	133	-12.0%
	Bayfield	198,000	150,000	+32.0%	24	15	+60.0%	3.3	8.0	-58.8%	140	167	-16.2%
	Burnett	155,000	136,000	+14.0%	23	23	0.0%	1.5	3.5	-57.1%	92	183	-49.7%
	Douglas	130,000	115,000	+13.0%	35	29	+20.7%	1.8	3.2	-43.8%	100	112	-10.7%
	Florence	NA	NA	NA	1	NA	NA	3.3	9.6	-65.6%	139	NA	NA
	Forest	200,000	111,500	+79.4%	10	10	0.0%	3.2	10.2	-68.6%	157	167	-6.0%
	Iron	340,000	NA	NA	10	4	+150.0%	3.3	18.7	-82.4%	230	44	+422.7%
	Langlade	110,000	75,000	+46.7%	31	19	+63.2%	2.9	5.7	-49.1%	115	124	-7.3%
	Lincoln	179,000	99,000	+80.8%	28	23	+21.7%	2.3	5.4	-57.4%	108	97	+11.3%
	Oneida	202,367	168,500	+20.1%	44	44	0.0%	2.1	5.1	-58.8%	137	135	+1.5%
	Polk	225,000	182,000	+23.6%	31	41	-24.4%	2.2	3.5	-37.1%	128	107	+19.6%
	Price	127,450	84,450	+50.9%	44	14	+214.3%	3.2	10.8	-70.4%	179	242	-26.0%
	Rusk	NA	NA	NA	8	8	0.0%	2.1	6.1	-65.6%	56	107	-47.7%
	Sawyer	233,000	189,500	+23.0%	15	16	-6.3%	2.2	7.9	-72.2%	394	202	+95.0%
	Taylor	139,950	NA	NA	12	8	+50.0%	2.3	6.3	-63.5%	184	88	+109.1%
	Vilas	290,000	303,729	-4.5%	37	25	+48.0%	2.4	7.8	-69.2%	201	237	-15.2%
	Washburn	165,000	478,950	-65.5%	26	12	+116.7%	1.8	5.3	-66.0%	158	271	-41.7%
	North Regional Total	**168,250**	**146,000**	**+15.2%**	**432**	**327**	**+32.1%**	**2.4**	**5.8**	**-58.6%**	**148**	**152**	**-2.6%**

Region	County	Median Price 2/2021	Median Price 2/2020	Median Price % Change	Sales 2/2021	Sales 2/2020	Sales % Change	Months Inventory 2/2021	Months Inventory 2/2020	Months Inventory % Change	Avg Days On Market 2/2021	Avg Days On Market 2/2020	Avg Days On Market % Change
Northeast	Brown	217,250	190,950	+13.8%	172	188	-8.5%	2.0	2.9	-31.0%	80	108	-25.9%
	Calumet	182,000	178,570	+1.9%	28	26	+7.7%	2.2	3.1	-29.0%	89	131	-32.1%
	Door	260,000	239,450	+8.6%	35	30	+16.7%	4.0	6.6	-39.4%	237	195	+21.5%
	Fond du Lac	177,250	140,000	+26.6%	56	71	-21.1%	2.2	3.6	-38.9%	104	135	-23.0%
	Green Lake	227,500	NA	NA	24	9	+166.7%	3.1	8.6	-64.0%	121	395	-69.4%
	Kewaunee	152,000	169,900	-10.5%	15	13	+15.4%	2.8	6.2	-54.8%	159	129	+23.3%
	Manitowoc	134,900	109,000	+23.8%	55	57	-3.5%	1.6	3.2	-50.0%	65	111	-41.4%
	Marinette	136,000	94,950	+43.2%	46	34	+35.3%	2.7	5.7	-52.6%	129	102	+26.5%
	Menominee	NA	NA	NA	NA	NA	NA	2.3	7.2	-68.1%	NA	NA	NA
	Oconto	206,000	128,500	+60.3%	32	31	+3.2%	2.5	5.5	-54.5%	96	129	-25.6%
	Outagamie	204,900	207,900	-1.4%	111	121	-8.3%	1.9	2.6	-26.9%	73	92	-20.7%
	Shawano	133,950	127,000	+5.5%	22	31	-29.0%	2.1	4.8	-56.3%	96	129	-25.6%
	Waupaca	164,950	155,000	+6.4%	36	33	+9.1%	2.8	3.8	-26.3%	117	142	-17.6%
	Winnebago	189,900	149,900	+26.7%	109	109	0.0%	1.8	2.9	-37.9%	85	105	-19.0%
	Northeast Regional Total	**186,000**	**163,000**	**+14.1%**	**741**	**753**	**-1.6%**	**2.2**	**3.6**	**-38.9%**	**97**	**119**	**-18.5%**

Region	County	Median Price 2/2021	Median Price 2/2020	Median Price % Change	Sales 2/2021	Sales 2/2020	Sales % Change	Months Inventory 2/2021	Months Inventory 2/2020	Months Inventory % Change	Avg Days On Market 2/2021	Avg Days On Market 2/2020	Avg Days On Market % Change
South Central	Columbia	205,000	172,000	+19.2%	50	35	+42.9%	1.9	3.9	-51.3%	86	114	-24.6%
	Crawford	NA	134,000	NA	6	17	-64.7%	3.2	7.3	-56.2%	165	147	+12.2%
	Dane	335,000	297,500	+12.6%	410	414	-1.0%	1.8	3.2	-43.8%	94	108	-13.0%
	Dodge	170,150	178,000	-4.4%	62	61	+1.6%	2.0	3.9	-48.7%	82	108	-24.1%
	Grant	126,000	119,500	+5.4%	18	22	-18.2%	3.0	5.2	-42.3%	104	123	-15.4%
	Green	218,900	155,000	+41.2%	27	17	+58.8%	1.8	3.2	-43.8%	79	93	-15.1%
	Iowa	200,000	173,500	+15.3%	13	13	0.0%	3.0	5.0	-40.0%	107	118	-9.3%
	Jefferson	285,000	220,500	+29.3%	55	64	-14.1%	2.2	3.9	-43.6%	80	119	-32.8%
	Lafayette	NA	152,500	NA	6	11	-45.5%	3.5	5.6	-37.5%	183	116	+57.8%
	Richland	146,650	122,500	+19.7%	12	14	-14.3%	2.7	7.3	-63.0%	91	163	-44.2%
	Rock	181,750	163,000	+11.5%	166	146	+13.7%	1.8	2.8	-35.7%	79	102	-22.5%
	Sauk	182,500	199,900	-8.7%	43	47	-8.5%	2.3	4.0	-42.5%	82	131	-37.4%
	South Central Regional Total	**256,000**	**235,000**	**+8.9%**	**868**	**861**	**+0.8%**	**2.0**	**3.5**	**-42.9%**	**89**	**111**	**-19.8%**

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change
Southeast	Kenosha	215,000	174,500	+23.2%	157	137	+14.6%	1.7	2.9	-41.4%	75	93	-19.4%
	Milwaukee	190,000	163,425	+16.3%	701	665	+5.4%	2.0	2.9	-31.0%	75	81	-7.4%
	Ozaukee	315,000	330,000	-4.5%	63	74	-14.9%	2.1	3.7	-43.2%	97	116	-16.4%
	Racine	180,000	180,000	0.0%	185	134	+38.1%	1.9	3.2	-40.6%	70	97	-27.8%
	Sheboygan	168,000	170,000	-1.2%	83	80	+3.8%	2.1	3.2	-34.4%	72	130	-44.6%
	Walworth	260,000	252,000	+3.2%	115	103	+11.7%	2.6	4.4	-40.9%	94	135	-30.4%
	Washington	282,500	244,000	+15.8%	104	101	+3.0%	1.8	2.7	-33.3%	73	89	-18.0%
	Waukesha	356,875	305,000	+17.0%	246	314	-21.7%	1.7	2.8	-39.3%	86	104	-17.3%
	Southeast Regional Total	**223,000**	**204,000**	**+9.3%**	**1,654**	**1,608**	**+2.9%**	**1.9**	**3.0**	**-36.7%**	**78**	**96**	**-18.8%**

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change
West	Buffalo	NA	NA	NA	9	5	+80.0%	2.4	6.0	-60.0%	91	143	-36.4%
	Chippewa	230,000	154,500	+48.9%	40	39	+2.6%	2.1	4.5	-53.3%	145	116	+25.0%
	Dunn	268,500	175,000	+53.4%	31	29	+6.9%	1.9	4.2	-54.8%	135	132	+2.3%
	Eau Claire	217,250	185,500	+17.1%	82	64	+28.1%	2.0	3.3	-39.4%	109	99	+10.1%
	Jackson	137,000	117,950	+16.2%	14	10	+40.0%	2.8	4.6	-39.1%	120	83	+44.6%
	La Crosse	226,000	184,500	+22.5%	70	84	-16.7%	1.6	2.7	-40.7%	81	83	-2.4%
	Monroe	193,000	159,900	+20.7%	30	33	-9.1%	2.2	4.5	-51.1%	92	118	-22.0%
	Pepin	NA	NA	NA	7	4	+75.0%	2.3	6.1	-62.3%	161	119	+35.3%
	Pierce	260,000	205,950	+26.2%	22	12	+83.3%	2.3	4.0	-42.5%	120	139	-13.7%
	St. Croix	299,000	260,000	+15.0%	55	57	-3.5%	2.0	3.2	-37.5%	105	109	-3.7%
	Trempealeau	216,500	134,000	+61.6%	16	18	-11.1%	3.0	5.1	-41.2%	85	139	-38.8%
	Vernon	155,000	NA	NA	19	8	+137.5%	2.7	6.6	-59.1%	97	120	-19.2%
	West Regional Total	**225,000**	**178,000**	**+26.4%**	**395**	**363**	**+8.8%**	**2.1**	**3.8**	**-44.7%**	**108**	**107**	**+0.9%**

Statewide Median Price

2/2021	2/2020	% Change
215,000	189,900	+13.2%

Statewide Sales

2/2021	2/2020	% Change
4,395	4,164	+5.5%

Statewide Avg Days On Market

2/2021	2/2020	% Change
95	110	-13.6%

Statewide Months Inventory

2/2021	2/2020	% Change
2.1	3.6	-41.7%

Statewide New Listings

2/2021	2/2020	% Change
5,026	6,926	-27.4%

Statewide Total Listings

2/2021	2/2020	% Change
15,575	25,258	-38.3%

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	2,585	163	14,268	1,250,235,619	2.2
$125,000 - $199,999	3,588	95	25,853	4,223,626,456	1.7
$200,000 - $349,999	4,870	97	31,842	8,560,624,201	1.8
$350,000 - $499,999	2,417	117	11,576	4,732,744,376	2.5
$500,000+	2,115	164	6,064	4,997,777,106	4.2

Months of Inventory by Broad Urban-Rural Classification

Category	February 2021	February 2020
Metropolitan Counties Combined	1.9	3.1
Micropolitan Counties Combined	2.2	4.1
Rural Counties Combined	2.6	5.9
State Total	2.1	3.6

WRA Wisconsin REALTORS® Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting YTD data through: February 2021 | State: WI | Type: Residential

		YTD Median Price			YTD Sales		
Region	**County**	**Through 2/2021**	**Through 2/2020**	**% Change**	**Through 2/2021**	**Through 2/2020**	**% Change**
Central	Adams	136,500	173,500	-21.3%	67	45	+48.9%
	Clark	136,250	125,000	+9.0%	44	25	+76.0%
	Juneau	175,000	120,000	+45.8%	52	41	+26.8%
	Marathon	159,750	159,250	+0.3%	213	174	+22.4%
	Marquette	165,000	146,000	+13.0%	31	23	+34.8%
	Portage	203,265	169,200	+20.1%	78	77	+1.3%
	Waushara	150,000	126,750	+18.3%	23	44	-47.7%
	Wood	134,000	110,000	+21.8%	117	79	+48.1%
	Central Regional Total	**160,500**	**144,676**	**+10.9%**	**625**	**508**	**+23.0%**

		YTD Median Price			YTD Sales		
Region	**County**	**Through 2/2021**	**Through 2/2020**	**% Change**	**Through 2/2021**	**Through 2/2020**	**% Change**
North	Ashland	88,500	125,000	-29.2%	32	27	+18.5%
	Barron	156,100	150,400	+3.8%	89	64	+39.1%
	Bayfield	237,000	153,500	+54.4%	40	24	+66.7%
	Burnett	222,500	181,000	+22.9%	50	42	+19.0%
	Douglas	149,000	115,000	+29.6%	61	51	+19.6%
	Florence	NA	NA	NA	1	1	0.0%
	Forest	127,500	113,000	+12.8%	28	19	+47.4%
	Iron	175,750	162,450	+8.2%	18	12	+50.0%
	Langlade	110,000	80,000	+37.5%	48	36	+33.3%
	Lincoln	185,000	115,000	+60.9%	65	45	+44.4%
	Oneida	189,000	155,250	+21.7%	121	88	+37.5%
	Polk	204,540	190,000	+7.7%	71	75	-5.3%
	Price	125,150	89,900	+39.2%	68	30	+126.7%
	Rusk	169,900	150,000	+13.3%	26	17	+52.9%
	Sawyer	250,000	229,000	+9.2%	51	49	+4.1%
	Taylor	139,900	110,000	+27.2%	21	19	+10.5%
	Vilas	229,500	240,000	-4.4%	78	56	+39.3%
	Washburn	162,500	239,000	-32.0%	45	33	+36.4%
	North Regional Total	**165,000**	**155,000**	**+6.5%**	**913**	**688**	**+32.7%**

Region	County	YTD Median Price Through 2/2021	YTD Median Price Through 2/2020	YTD Median Price % Change	YTD Sales Through 2/2021	YTD Sales Through 2/2020	YTD Sales % Change
Northeast	Brown	210,600	192,200	+9.6%	368	372	-1.1%
	Calumet	200,000	185,000	+8.1%	67	78	-14.1%
	Door	248,000	219,450	+13.0%	77	76	+1.3%
	Fond du Lac	165,000	141,000	+17.0%	152	160	-5.0%
	Green Lake	161,500	186,000	-13.2%	34	20	+70.0%
	Kewaunee	165,000	146,800	+12.4%	31	27	+14.8%
	Manitowoc	132,000	111,250	+18.7%	111	118	-5.9%
	Marinette	136,000	99,500	+36.7%	70	64	+9.4%
	Menominee	NA	NA	NA	NA	NA	NA
	Oconto	210,000	129,000	+62.8%	67	52	+28.8%
	Outagamie	200,100	183,950	+8.8%	243	254	-4.3%
	Shawano	138,000	122,500	+12.7%	49	56	-12.5%
	Waupaca	156,000	155,000	+0.6%	76	62	+22.6%
	Winnebago	180,000	159,950	+12.5%	246	234	+5.1%
	Northeast Regional Total	**185,000**	**167,000**	**+10.8%**	**1,591**	**1,573**	**+1.1%**

Region	County	YTD Median Price Through 2/2021	YTD Median Price Through 2/2020	YTD Median Price % Change	YTD Sales Through 2/2021	YTD Sales Through 2/2020	YTD Sales % Change
South Central	Columbia	210,000	195,000	+7.7%	95	75	+26.7%
	Crawford	129,363	130,000	-0.5%	16	25	-36.0%
	Dane	325,250	290,000	+12.2%	852	820	+3.9%
	Dodge	176,000	165,000	+6.7%	115	112	+2.7%
	Grant	132,000	129,400	+2.0%	53	39	+35.9%
	Green	190,000	155,000	+22.6%	49	33	+48.5%
	Iowa	204,000	219,900	-7.2%	30	25	+20.0%
	Jefferson	267,000	220,500	+21.1%	137	132	+3.8%
	Lafayette	115,000	136,500	-15.8%	15	20	-25.0%
	Richland	137,900	114,000	+21.0%	19	17	+11.8%
	Rock	181,550	170,000	+6.8%	324	258	+25.6%
	Sauk	212,000	199,700	+6.2%	107	98	+9.2%
	South Central Regional Total	**255,000**	**235,000**	**+8.5%**	**1,812**	**1,654**	**+9.6%**

Region	County	YTD Median Price Through 2/2021	YTD Median Price Through 2/2020	YTD Median Price % Change	YTD Sales Through 2/2021	YTD Sales Through 2/2020	YTD Sales % Change
Southeast	Kenosha	212,750	178,000	+19.5%	292	258	+13.2%
	Milwaukee	185,000	159,900	+15.7%	1,430	1,315	+8.7%
	Ozaukee	326,000	305,000	+6.9%	147	147	0.0%
	Racine	187,500	167,250	+12.1%	353	302	+16.9%
	Sheboygan	165,000	167,750	-1.6%	179	194	-7.7%
	Walworth	270,000	239,950	+12.5%	219	198	+10.6%
	Washington	296,000	244,450	+21.1%	202	202	0.0%
	Waukesha	340,000	303,000	+12.2%	553	614	-9.9%
	Southeast Regional Total	**220,000**	**200,000**	**+10.0%**	**3,375**	**3,230**	**+4.5%**

Region	County	YTD Median Price Through 2/2021	YTD Median Price Through 2/2020	YTD Median Price % Change	YTD Sales Through 2/2021	YTD Sales Through 2/2020	YTD Sales % Change
West	Buffalo	139,900	147,500	-5.2%	15	21	-28.6%
	Chippewa	215,000	174,250	+23.4%	86	96	-10.4%
	Dunn	228,750	180,500	+26.7%	58	63	-7.9%
	Eau Claire	215,000	192,500	+11.7%	165	142	+16.2%
	Jackson	148,500	127,000	+16.9%	29	17	+70.6%
	La Crosse	221,825	184,000	+20.6%	146	150	-2.7%
	Monroe	163,500	168,000	-2.7%	62	67	-7.5%
	Pepin	170,000	162,500	+4.6%	11	11	0.0%
	Pierce	259,900	202,020	+28.7%	41	29	+41.4%
	St. Croix	289,450	242,550	+19.3%	128	110	+16.4%
	Trempealeau	203,500	134,000	+51.9%	30	32	-6.3%
	Vernon	158,000	128,500	+23.0%	37	18	+105.6%
	West Regional Total	**222,513**	**183,000**	**+21.6%**	**808**	**756**	**+6.9%**

YTD Statewide Median Price Through 2/2021	YTD Statewide Median Price Through 2/2020	YTD Statewide Median Price % Change	YTD Statewide Sales Through 2/2021	YTD Statewide Sales Through 2/2020	YTD Statewide Sales % Change
211,000	190,000	+11.1%	9,124	8,409	+8.5%