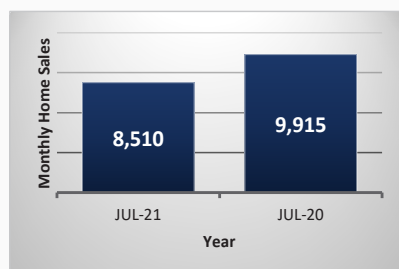


July 2021 WI Real Estate Report

Report Criteria: Reflecting data for: July 2021 | State: WI | Type: Residential



MONTHLY HOME SALES



July 2021
8,510
HOMES SOLD

July 2020
9,915
HOMES SOLD

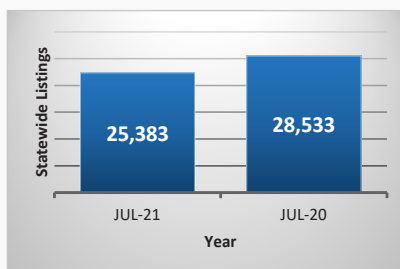
from last year



-14.2%



TOTAL STATEWIDE LISTINGS



July 2021
25,383
ACTIVE LISTINGS

July 2020
28,533
ACTIVE LISTINGS

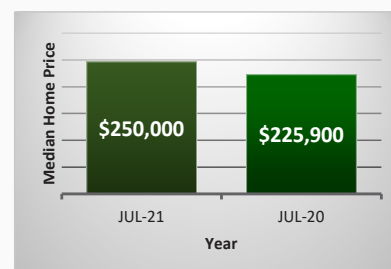
from last year



-11.0%



MEDIAN HOME PRICE



July 2021
\$250,000
AVG HOME PRICE IN WI

July 2020
\$225,900
AVG HOME PRICE IN WI

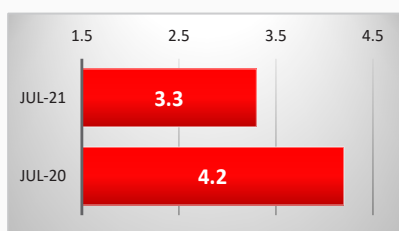
from last year



10.7%



MONTHS OF INVENTORY



July 2021
3.30
MONTHS

July 2020
4.20
MONTHS

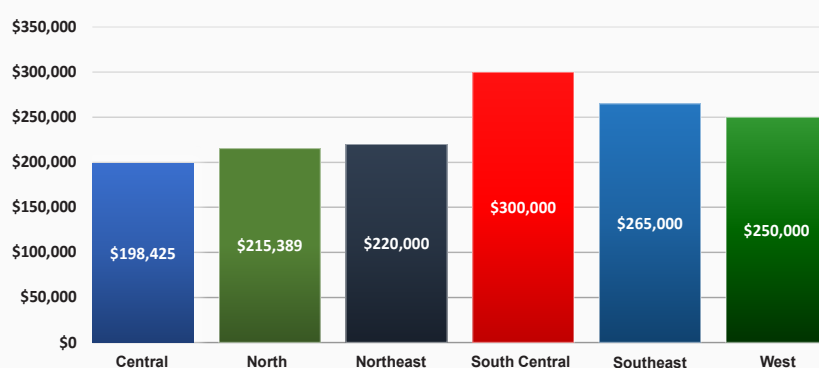
from last year



-21.4%



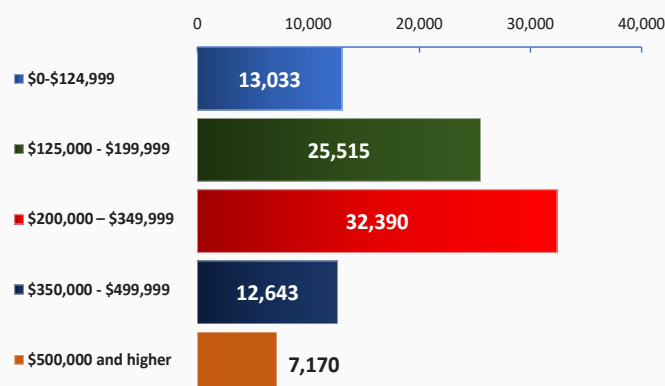
MEDIAN PRICES BY REGION



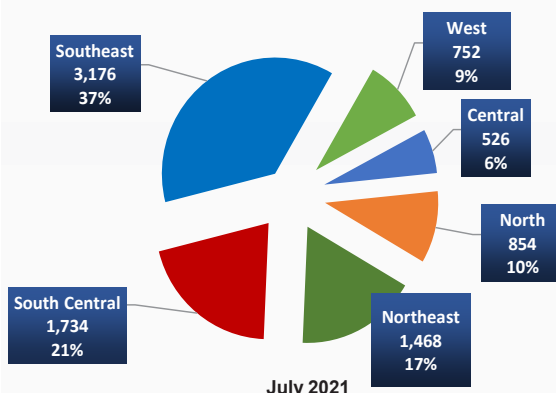
July 2021



HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS

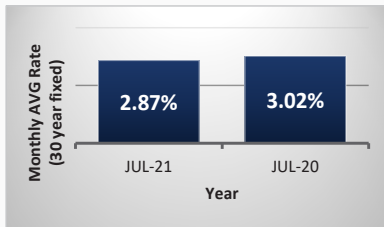


HOME SALES BY REGION



July 2021

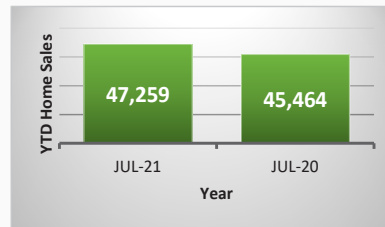
MORTGAGE INTEREST RATES



July 2021 2.87% AVG 30 YR. FIXED	July 2020 3.02% AVG 30 YR. FIXED
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from last year **↓ 5.0%**

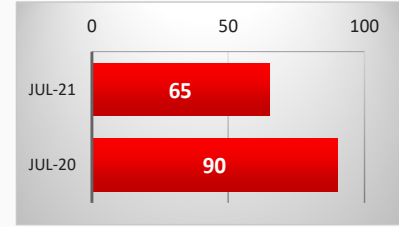
YEAR-TO-DATE HOME SALES



Year-to-Date 2021 47,259 HOMES SOLD THRU 7/21	Year-to-Date 2020 45,464 HOMES SOLD THRU 7/20
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from last year **↑ 3.9%**

AVG DAYS ON MARKET

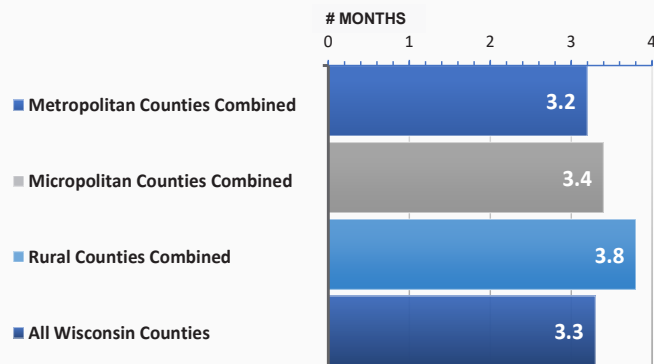


July 2021 65 ACTIVE LISTINGS	July 2020 90 ACTIVE LISTINGS
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from last year **↓ -27.8%**

* Data based on Freddie Mac, 30 year fixed-rate mortgage rates

MONTHS OF INVENTORY BY URBAN CLASSIFICATION



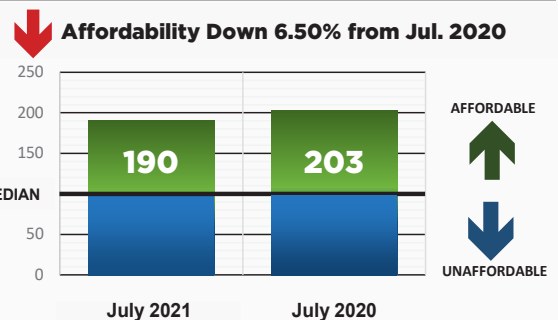
Metropolitan counties include: Brown, Calumet, Chippewa, Columbia, Dane, Douglas, Eau Claire, Fond du Lac, Green, Iowa, Kenosha, Kewaunee, La Crosse, Marathon, Milwaukee, Oconto, Ozaukee, Outagamie, Pierce, Racine, Rock, Sheboygan, St. Croix, Washington, Waukesha and Winnebago.

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.

HOUSING AFFORDABILITY INDEX

A value of 100 means a family with the median income has exactly enough income to qualify for a mortgage on a median-priced home.



The Wisconsin Housing Affordability Index shows the portion 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 at current rates.



JULY 2021 TALKING POINTS

- July 2021 home sales fell 14.2% relative to July 2020, and the statewide median price rose to \$250,000 in July, an increase of 10.7% over the past 12 months.
- Every region in the state experienced a decline in sales over the last 12 months, with the strongest reductions in the Central region, down 24.9%; the North region, down 22.4%, the West region, down 19.8%, and the Northeast region, down 17.5%. The reduction was less severe in the more urban regions of the state, including the South Central region, down 11.2%, and the Southeast region, down 7.8%.
- On a year-to-date basis, sales are still in positive territory, with existing home sales up 3.9% for the first seven months of 2021 relative to that same period in 2020. Median prices are up 12.4% to \$240,000 year to date.
- The housing market continued to be hampered by low inventory levels, with just 3.3 months of available supply in the market. This is well below the benchmark of six months of supply that characterizes a balanced market.
- Total listings are 11.0% lower than 12 months earlier in July 2020, but this is a significant improvement compared to how the year began. Total January listings were 30.7% lower than a year earlier.
- Average days on the market dropped 27.8% compared to July 2020, falling from 90 days to just 65 days. This is the lowest level for days on the market since the WRA began tracking this data in January 2005.
- Housing affordability only dropped 6.5% over the past year, as lower mortgage rates helped offset the significant increase in existing home prices over the past 12 months.

SALES AND INVENTORY



"It's important to keep the sales figures in perspective. We set a record for month of July sales last year, as the economy began to recover from the lockdowns in the spring of 2020. With inventories shrinking over the last 12 months, we knew it was going to be difficult to match the record sales we saw in July 2020. REALTORS® are working hard to move homes quickly, which is reflected in the record-low average days on the market. There are still good opportunities in this market, but buyers need to move quickly because competition is fierce."

Mary Duff

2021 Chair of the Board of Directors, Wisconsin REALTORS® Association

THE HOUSING ASSET AS AN INFLATION HEDGE



"Inflation pressures have been growing this year, with consumer prices increasing from an annual pace of just 1.4% in January to 5.4% in June. The annualized rate was unchanged in July, which is welcome news. One way to hedge against inflation is to purchase assets that appreciate faster than the inflation rate. Historically, the housing asset has been an excellent inflation hedge. Between 2012 and 2020, the annual pace of inflation has ranged between 0.1% and 2.4%. In contrast, Wisconsin median home prices rose between 1.3% and 11.1% on an annual basis over that same period. Even during the peak inflation months in June and July this year, median home prices rose by at least twice the rate of inflation. Thus, over the last decade, Wisconsin housing has been an effective way to protect homeowners from the consequences of inflation."

Dave Clark

Marquette University Economist and WRA Consultant

HOME PRICES AND AFFORDABILITY



"Housing demand conditions remain strong, fueled by very low mortgage rates and a growing economy. However, the ongoing supply problems have pushed prices up at well above the rate of inflation, and this has reduced our affordability. Fortunately, we continue to see only modest erosion in affordability because mortgage rates remain quite low. The 30-year fixed-rate mortgage has been below 3% for the third straight month. As a result, the Wisconsin Housing Affordability Index shows that a buyer with median family income can afford to purchase nearly twice the median-priced home in the state assuming 20% down and the remaining balance financed with a 30-year mortgage. Working with a REALTOR® who is experienced increases your chance of finding the home that best fits your family's needs."

Michael Theo

President & CEO, Wisconsin REALTORS® Association

Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	July 2021	July 2020	% Change	July 2021	July 2020	% Change
Unit Sales	8,510	9,915	-14.2%	47,259	45,464	+3.9%
Median Price	\$250,000	\$225,900	+10.7%	\$240,000	\$213,500	+12.4%
New Listings	10,793	10,739	+0.5%	x	X	X
Total Listings	25,383	28,533	-11.0%	x	X	X
Months of Inventory	3.3	4.2	-21.4%	x	X	X
Average Days on Market	65	90	-27.8%	x	X	X
WI Housing Affordability Index	190	203	-6.5%	x	X	X

Housing Price Range Statistics

Price Range	Total July 2021 Listings	Average Days on Market (Aug 2020 - July 2021)	Total Sold (Aug 2020 - July 2021)	Total Volume Sold (Aug 2020 - July 2021)	Months of Inventory (Aug 2020 - July 2021)
\$0-\$124,999	3,241	99	13,033	\$1,139,797,497	3.0
\$125,000 - \$199,999	5,958	54	25,515	\$4,241,810,496	2.8
\$200,000 - \$349,999	8,362	61	32,390	\$8,869,455,139	3.1
\$350,000 - \$499,999	4,351	73	12,643	\$5,247,280,982	4.1
\$500,000 and higher	3,471	104	7,170	\$5,483,829,081	5.8

Inventory by Urban Classification

County type	July 2021	July 2020
Metropolitan Counties Combined	3.2	3.6
Micropolitan Counties Combined	3.4	4.5
Rural Counties Combined	3.8	6.7
All Wisconsin Counties	3.3	4.2

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
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data for: July 2021 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Central	Adams	166,000	147,750	+12.4%	66	84	-21.4%	3.9	5.0	-22.0%	73	144	-49.3%
	Clark	149,500	108,500	+37.8%	40	41	-2.4%	3.8	6.5	-41.5%	123	130	-5.4%
	Juneau	170,950	149,950	+14.0%	28	46	-39.1%	4.1	5.2	-21.2%	67	102	-34.3%
	Marathon	205,000	192,750	+6.4%	158	228	-30.7%	3.0	4.1	-26.8%	77	83	-7.2%
	Marquette	185,113	176,250	+5.0%	23	38	-39.5%	4.5	5.7	-21.1%	164	144	+13.9%
	Portage	235,000	215,000	+9.3%	71	95	-25.3%	3.3	3.9	-15.4%	62	78	-20.5%
	Waushara	200,000	150,000	+33.3%	29	63	-54.0%	3.1	5.6	-44.6%	62	125	-50.4%
	Wood	175,000	131,000	+33.6%	111	105	+5.7%	3.3	3.8	-13.2%	57	81	-29.6%
Central Regional Total		198,425	167,250	+18.6%	526	700	-24.9%	3.4	4.5	-24.4%	76	100	-24.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
North	Ashland	133,000	123,500	+7.7%	36	26	+38.5%	5.8	11.1	-47.7%	147	121	+21.5%
	Barron	215,500	210,000	+2.6%	126	138	-8.7%	3.4	5.1	-33.3%	65	116	-44.0%
	Bayfield	255,000	192,450	+32.5%	41	54	-24.1%	4.1	9.9	-58.6%	93	204	-54.4%
	Burnett	255,000	215,000	+18.6%	60	70	-14.3%	2.9	5.1	-43.1%	51	133	-61.7%
	Douglas	172,500	160,000	+7.8%	60	89	-32.6%	4.1	4.0	+2.5%	60	69	-13.0%
	Florence	NA	NA	NA	4	6	-33.3%	5.6	10.4	-46.2%	73	213	-65.7%
	Forest	231,250	206,600	+11.9%	16	24	-33.3%	4.7	7.4	-36.5%	91	271	-66.4%
	Iron	169,900	199,900	-15.0%	15	11	+36.4%	4.7	16.8	-72.0%	102	157	-35.0%
	Langlade	112,000	132,450	-15.4%	42	42	0.0%	4.1	7.4	-44.6%	92	183	-49.7%
	Lincoln	160,000	135,000	+18.5%	44	59	-25.4%	3.0	5.2	-42.3%	78	125	-37.6%
	Oneida	239,950	200,000	+20.0%	84	121	-30.6%	3.3	6.7	-50.7%	70	122	-42.6%
	Polk	252,500	199,760	+26.4%	89	89	0.0%	4.0	4.6	-13.0%	62	82	-24.4%
	Price	204,000	144,000	+41.7%	55	45	+22.2%	4.0	11.3	-64.6%	86	181	-52.5%
	Rusk	182,500	130,000	+40.4%	24	42	-42.9%	4.6	5.8	-20.7%	61	113	-46.0%
	Sawyer	270,000	229,500	+17.6%	42	87	-51.7%	4.2	9.0	-53.3%	94	180	-47.8%
	Taylor	239,950	125,000	+92.0%	18	21	-14.3%	3.2	6.5	-50.8%	74	114	-35.1%
	Vilas	308,600	262,500	+17.6%	72	92	-21.7%	3.8	9.4	-59.6%	85	170	-50.0%
	Washburn	215,250	240,825	-10.6%	26	84	-69.0%	4.3	6.5	-33.8%	165	128	+28.9%
North Regional Total		215,389	188,304	+14.4%	854	1,100	-22.4%	3.8	6.8	-44.1%	79	136	-41.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Northeast	Brown	265,000	237,900	+11.4%	307	388	-20.9%	2.8	3.4	-17.6%	58	81	-28.4%
	Calumet	285,000	206,000	+38.3%	72	77	-6.5%	3.7	3.2	+15.6%	66	77	-14.3%
	Door	317,000	273,500	+15.9%	77	101	-23.8%	4.5	8.6	-47.7%	91	181	-49.7%
	Fond du Lac	182,500	159,900	+14.1%	130	167	-22.2%	3.4	3.6	-5.6%	76	91	-16.5%
	Green Lake	172,500	175,000	-1.4%	32	47	-31.9%	4.0	7.6	-47.4%	61	237	-74.3%
	Kewaunee	183,500	175,000	+4.9%	26	35	-25.7%	5.4	4.5	+20.0%	105	111	-5.4%
	Manitowoc	161,000	126,000	+27.8%	115	125	-8.0%	3.1	3.8	-18.4%	65	86	-24.4%
	Marinette	160,000	134,950	+18.6%	79	90	-12.2%	3.5	5.4	-35.2%	62	176	-64.8%
	Menominee	NA	NA	NA	3	8	-62.5%	4.0	2.7	+48.1%	44	113	-61.1%
	Oconto	175,000	180,000	-2.8%	63	75	-16.0%	3.4	5.1	-33.3%	61	104	-41.3%
	Outagamie	260,000	230,000	+13.0%	202	259	-22.0%	3.0	3.0	0.0%	59	75	-21.3%
	Shawano	174,000	173,250	+0.4%	45	60	-25.0%	3.5	4.4	-20.5%	65	151	-57.0%
	Waupaca	167,000	162,000	+3.1%	74	79	-6.3%	2.9	4.9	-40.8%	74	93	-20.4%
	Winnebago	190,000	177,750	+6.9%	243	268	-9.3%	3.0	3.1	-3.2%	60	64	-6.3%
	Northeast Regional Total	220,000	190,000	+15.8%	1,468	1,779	-17.5%	3.2	3.9	-17.9%	65	98	-33.7%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
South Central	Columbia	240,000	218,500	+9.8%	83	92	-9.8%	3.3	4.2	-21.4%	58	81	-28.4%
	Crawford	165,900	159,000	+4.3%	15	23	-34.8%	3.5	7.2	-51.4%	112	157	-28.7%
	Dane	355,000	320,500	+10.8%	917	967	-5.2%	2.9	3.8	-23.7%	70	86	-18.6%
	Dodge	195,000	196,000	-0.5%	107	147	-27.2%	3.1	3.7	-16.2%	66	91	-27.5%
	Grant	172,500	145,000	+19.0%	43	57	-24.6%	4.2	5.9	-28.8%	75	95	-21.1%
	Green	245,450	176,000	+39.5%	46	55	-16.4%	3.6	4.0	-10.0%	58	79	-26.6%
	Iowa	169,525	182,500	-7.1%	25	31	-19.4%	3.6	5.5	-34.5%	64	83	-22.9%
	Jefferson	299,500	258,500	+15.9%	128	149	-14.1%	3.4	4.0	-15.0%	71	91	-22.0%
	Lafayette	180,000	150,500	+19.6%	21	19	+10.5%	3.7	6.6	-43.9%	104	82	+26.8%
	Richland	NA	124,750	NA	8	14	-42.9%	3.9	6.2	-37.1%	77	143	-46.2%
	Rock	196,475	210,000	-6.4%	262	266	-1.5%	3.1	3.2	-3.1%	62	82	-24.4%
	Sauk	250,000	220,900	+13.2%	79	133	-40.6%	3.2	4.5	-28.9%	71	103	-31.1%
	South Central Regional Total	300,000	265,000	+13.2%	1,734	1,953	-11.2%	3.1	4.0	-22.5%	69	89	-22.5%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Southeast	Kenosha	240,000	215,000	+11.6%	250	296	-15.5%	3.0	3.3	-9.1%	54	68	-20.6%
	Milwaukee	225,000	192,250	+17.0%	1,323	1,270	+4.2%	3.4	3.4	0.0%	56	63	-11.1%
	Ozaukee	411,469	345,500	+19.1%	132	189	-30.2%	3.3	4.7	-29.8%	64	79	-19.0%
	Racine	225,000	210,250	+7.0%	309	332	-6.9%	2.9	3.8	-23.7%	50	76	-34.2%
	Sheboygan	190,500	179,900	+5.9%	136	147	-7.5%	3.2	3.5	-8.6%	57	76	-25.0%
	Walworth	280,000	265,000	+5.7%	177	255	-30.6%	3.7	5.1	-27.5%	72	109	-33.9%
	Washington	330,000	297,625	+10.9%	221	224	-1.3%	3.1	3.4	-8.8%	57	72	-20.8%
	Waukesha	373,000	355,000	+5.1%	628	732	-14.2%	3.0	3.5	-14.3%	55	72	-23.6%
Southeast Regional Total		265,000	245,800	+7.8%	3,176	3,445	-7.8%	3.2	3.6	-11.1%	56	72	-22.2%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
West	Buffalo	159,900	133,000	+20.2%	15	15	0.0%	4.3	5.8	-25.9%	70	92	-23.9%
	Chippewa	226,625	232,500	-2.5%	80	125	-36.0%	3.4	4.5	-24.4%	74	93	-20.4%
	Dunn	221,000	189,000	+16.9%	66	68	-2.9%	3.5	4.6	-23.9%	71	83	-14.5%
	Eau Claire	260,000	234,000	+11.1%	155	187	-17.1%	3.4	4.3	-20.9%	73	82	-11.0%
	Jackson	181,178	144,450	+25.4%	16	16	0.0%	4.3	6.7	-35.8%	60	90	-33.3%
	La Crosse	237,250	229,000	+3.6%	158	191	-17.3%	3.0	3.4	-11.8%	61	71	-14.1%
	Monroe	225,000	181,500	+24.0%	58	80	-27.5%	3.3	4.8	-31.3%	55	108	-49.1%
	Pepin	NA	161,500	NA	8	18	-55.6%	2.8	6.9	-59.4%	56	93	-39.8%
	Pierce	305,000	251,000	+21.5%	33	34	-2.9%	4.5	4.4	+2.3%	91	86	+5.8%
	St. Croix	317,501	294,500	+7.8%	118	135	-12.6%	3.4	4.2	-19.0%	65	80	-18.8%
	Trempealeau	186,000	171,000	+8.8%	25	26	-3.8%	3.8	5.4	-29.6%	69	111	-37.8%
	Vernon	220,000	190,000	+15.8%	20	43	-53.5%	3.0	6.3	-52.4%	79	98	-19.4%
West Regional Total		250,000	222,000	+12.6%	752	938	-19.8%	3.4	4.4	-22.7%	68	85	-20.0%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
250,000	225,900	+10.7%	8,510	9,915	-14.2%	65	90	-27.8%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
3.3	4.2	-21.4%	10,793	10,739	+0.5%	25,383	28,533	-11.0%

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	3,241	99	13,033	1,139,797,497	3.0
\$125,000 - \$199,999	5,958	54	25,515	4,241,810,496	2.8
\$200,000 - \$349,999	8,362	61	32,390	8,869,455,139	3.1
\$350,000 - \$499,999	4,351	73	12,643	5,247,280,982	4.1
\$500,000+	3,471	104	7,170	5,483,829,081	5.8

Months of Inventory by Broad Urban-Rural Classification		
Category	July 2021	July 2020
Metropolitan Counties Combined	3.2	3.6
Micropolitan Counties Combined	3.4	4.5
Rural Counties Combined	3.8	6.7
State Total	3.3	4.2



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 7/2021	Through 7/2020	% Change	Through 7/2021	Through 7/2020	% Change
Central	Adams	170,000	145,500	+16.8%	337	332	+1.5%
	Clark	145,000	117,000	+23.9%	205	159	+28.9%
	Juneau	174,450	146,575	+19.0%	218	234	-6.8%
	Marathon	190,000	178,000	+6.7%	994	967	+2.8%
	Marquette	182,500	160,500	+13.7%	136	132	+3.0%
	Portage	219,900	191,000	+15.1%	413	420	-1.7%
	Waushara	170,000	145,000	+17.2%	169	228	-25.9%
	Wood	153,250	132,700	+15.5%	568	494	+15.0%
Central Regional Total		178,000	157,900	+12.7%	3,040	2,966	+2.5%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2021	Through 7/2020	% Change	Through 7/2021	Through 7/2020	% Change
North	Ashland	120,000	109,500	+9.6%	161	122	+32.0%
	Barron	195,500	173,000	+13.0%	541	498	+8.6%
	Bayfield	240,000	170,000	+41.2%	212	193	+9.8%
	Burnett	247,000	191,750	+28.8%	300	306	-2.0%
	Douglas	170,000	157,000	+8.3%	305	350	-12.9%
	Florence	203,000	164,500	+23.4%	11	10	+10.0%
	Forest	140,000	130,000	+7.7%	111	96	+15.6%
	Iron	185,750	175,500	+5.8%	80	60	+33.3%
	Langlade	123,000	127,000	-3.1%	265	194	+36.6%
	Lincoln	160,000	133,500	+19.9%	275	289	-4.8%
	Oneida	205,000	193,000	+6.2%	510	477	+6.9%
	Polk	235,000	199,760	+17.6%	429	423	+1.4%
	Price	136,450	129,000	+5.8%	296	184	+60.9%
	Rusk	169,000	141,000	+19.9%	108	117	-7.7%
	Sawyer	239,500	236,511	+1.3%	255	296	-13.9%
	Taylor	141,250	134,250	+5.2%	114	120	-5.0%
	Vilas	279,000	245,000	+13.9%	397	355	+11.8%
	Washburn	210,000	220,000	-4.5%	213	284	-25.0%
North Regional Total		195,000	173,000	+12.7%	4,583	4,374	+4.8%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2021	Through 7/2020	% Change	Through 7/2021	Through 7/2020	% Change
Northeast	Brown	241,750	220,000	+9.9%	1,872	1,911	-2.0%
	Calumet	258,000	201,000	+28.4%	363	405	-10.4%
	Door	280,900	245,000	+14.7%	439	347	+26.5%
	Fond du Lac	180,000	148,000	+21.6%	737	763	-3.4%
	Green Lake	197,200	156,250	+26.2%	160	167	-4.2%
	Kewaunee	174,900	153,400	+14.0%	135	159	-15.1%
	Manitowoc	150,000	127,000	+18.1%	592	593	-0.2%
	Marinette	150,000	125,000	+20.0%	402	365	+10.1%
	Menominee	280,000	260,000	+7.7%	13	21	-38.1%
	Oconto	190,000	145,000	+31.0%	359	359	0.0%
	Outagamie	230,000	204,250	+12.6%	1,258	1,345	-6.5%
	Shawano	160,000	139,000	+15.1%	267	278	-4.0%
	Waupaca	168,000	155,000	+8.4%	391	327	+19.6%
	Winnebago	190,000	170,000	+11.8%	1,215	1,264	-3.9%
	Northeast Regional Total	205,000	179,070	+14.5%	8,203	8,304	-1.2%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2021	Through 7/2020	% Change	Through 7/2021	Through 7/2020	% Change
South Central	Columbia	230,000	220,000	+4.5%	464	443	+4.7%
	Crawford	158,000	129,000	+22.5%	106	113	-6.2%
	Dane	351,000	310,000	+13.2%	4,895	4,741	+3.2%
	Dodge	199,950	171,950	+16.3%	616	638	-3.4%
	Grant	152,450	143,900	+5.9%	258	247	+4.5%
	Green	225,000	185,000	+21.6%	252	233	+8.2%
	Iowa	227,950	209,900	+8.6%	155	137	+13.1%
	Jefferson	275,000	237,450	+15.8%	741	717	+3.3%
	Lafayette	155,000	147,000	+5.4%	98	84	+16.7%
	Richland	175,000	134,000	+30.6%	86	84	+2.4%
	Rock	195,000	179,900	+8.4%	1,394	1,298	+7.4%
	Sauk	234,500	225,000	+4.2%	539	534	+0.9%
	South Central Regional Total	289,900	255,000	+13.7%	9,604	9,269	+3.6%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2021	Through 7/2020	% Change	Through 7/2021	Through 7/2020	% Change
West	Buffalo	155,500	140,000	+11.1%	78	83	-6.0%
	Chippewa	231,000	204,000	+13.2%	460	535	-14.0%
	Dunn	232,500	185,000	+25.7%	294	359	-18.1%
	Eau Claire	236,250	202,750	+16.5%	828	795	+4.2%
	Jackson	155,000	136,000	+14.0%	131	97	+35.1%
	La Crosse	235,000	214,900	+9.4%	811	859	-5.6%
	Monroe	189,000	172,000	+9.9%	326	312	+4.5%
	Pepin	174,950	129,900	+34.7%	50	67	-25.4%
	Pierce	280,000	244,700	+14.4%	191	205	-6.8%
	St. Croix	313,950	272,000	+15.4%	624	649	-3.9%
	Trempealeau	180,000	169,900	+5.9%	174	157	+10.8%
	Vernon	177,250	173,000	+2.5%	178	163	+9.2%
West Regional Total		239,500	206,500	+16.0%	4,145	4,281	-3.2%

Region	County	YTD Median Price			YTD Sales		
		Through 7/2021	Through 7/2020	% Change	Through 7/2021	Through 7/2020	% Change
Southeast	Kenosha	230,000	201,000	+14.4%	1,392	1,310	+6.3%
	Milwaukee	210,000	183,000	+14.8%	7,383	6,301	+17.2%
	Ozaukee	375,000	330,000	+13.6%	758	762	-0.5%
	Racine	209,900	191,000	+9.9%	1,754	1,550	+13.2%
	Sheboygan	182,900	174,625	+4.7%	833	798	+4.4%
	Walworth	279,000	249,900	+11.6%	1,099	1,050	+4.7%
	Washington	305,000	272,900	+11.8%	1,153	1,111	+3.8%
	Waukesha	363,000	330,000	+10.0%	3,312	3,388	-2.2%
Southeast Regional Total		250,000	230,000	+8.7%	17,684	16,270	+8.7%

YTD Statewide Median Price		
Through 7/2021	Through 7/2020	% Change
240,000	213,500	+12.4%

YTD Statewide Sales		
Through 7/2021	Through 7/2020	% Change
47,259	45,464	+3.9%