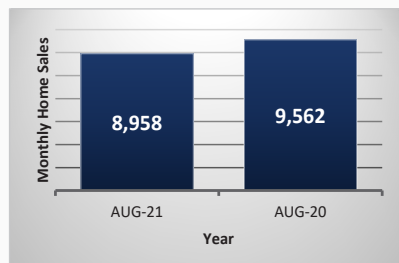


August 2021 WI Real Estate Report

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



MONTHLY HOME SALES



August 2021

8,958

HOMES SOLD

August 2020

9,562

HOMES SOLD

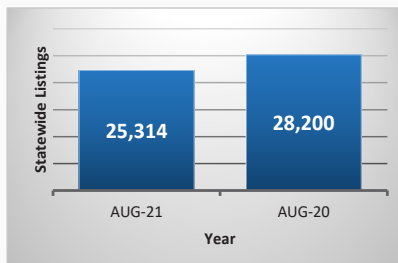
from last year



-6.3%



TOTAL STATEWIDE LISTINGS



August 2021

25,314

ACTIVE LISTINGS

August 2020

28,200

ACTIVE LISTINGS

from last year



-10.2%



MEDIAN HOME PRICE



August 2021

\$250,000

AVG HOME PRICE IN WI

August 2020

\$235,000

AVG HOME PRICE IN WI

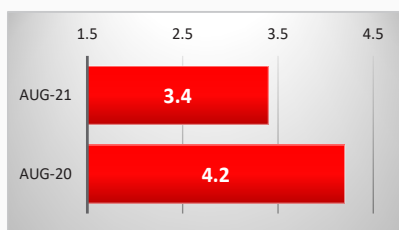
from last year



6.4%



MONTHS OF INVENTORY



August 2021

3.40

MONTHS

August 2020

4.20

MONTHS

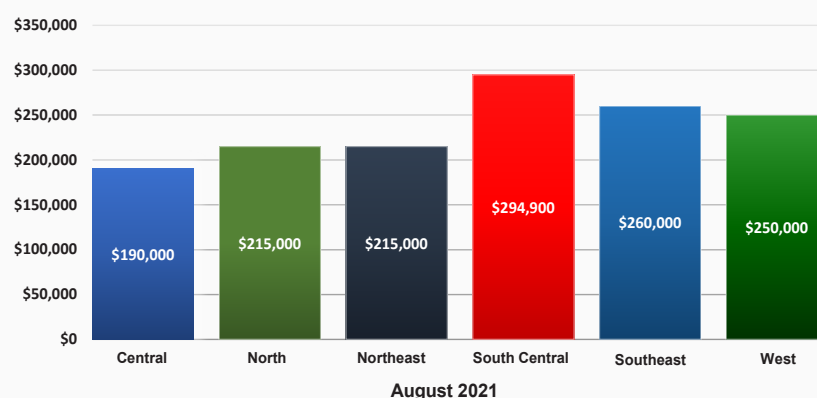
from last year



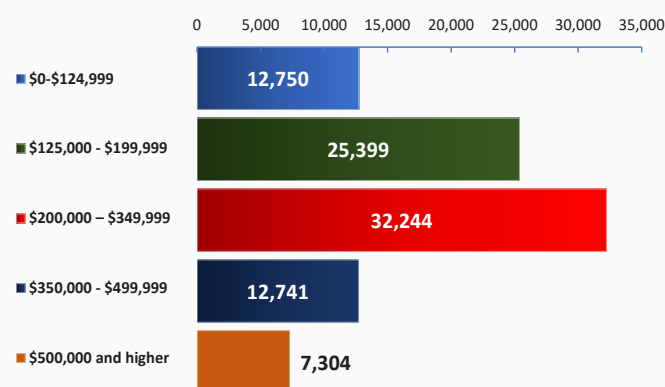
-19.0%



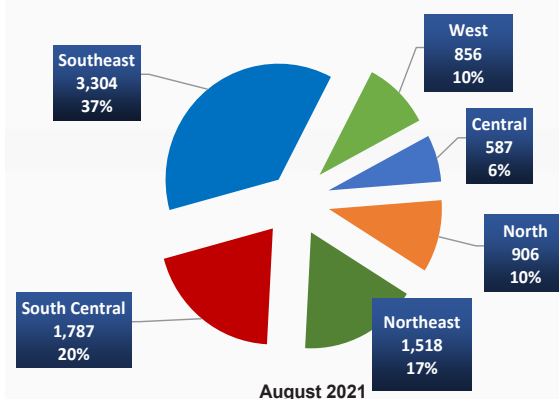
MEDIAN PRICES BY REGION



HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION



MORTGAGE INTEREST RATES



August 2021

2.84%

AVG 30-YR. FIXED

August 2020

2.94%

AVG 30-YR. FIXED

from last year



3.4%

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

YEAR-TO-DATE HOME SALES



Year-to-Date 2021

56,503

HOMES SOLD THRU 8/21

Year-to-Date 2020

55,029

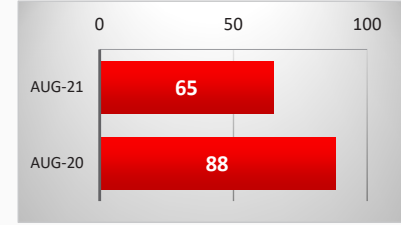
HOMES SOLD THRU 8/20

from last year



2.7%

AVG DAYS ON MARKET



August 2021

65

ACTIVE LISTINGS

August 2020

88

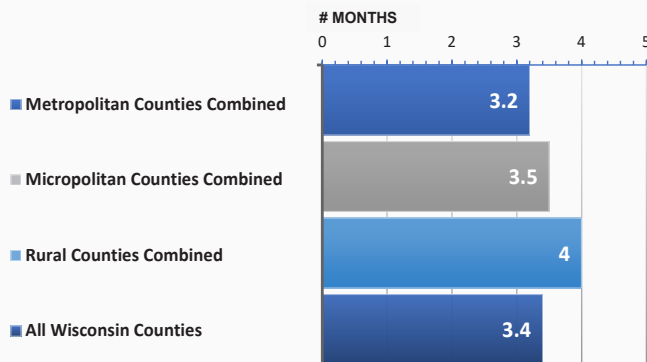
ACTIVE LISTINGS

from last year



-26.1%

MONTHS OF INVENTORY BY URBAN CLASSIFICATION

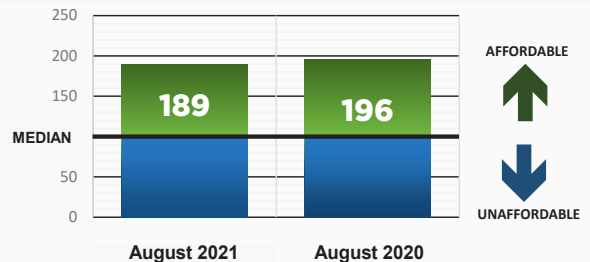


HOUSING AFFORDABILITY INDEX

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.



Index Down 3.60% from Aug. 2020



AFFORDABLE



UNAFFORDABLE



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.

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.



August 2021 WI Real Estate Summary "Summer Housing Market Constrained by Tight Inventories"

AUGUST 2021 TALKING POINTS

- August home sales fell 6.3% compared to their levels in August 2020, whereas the median price rose 6.4% to \$250,000 over that same 12-month period.
- For the second straight month, sales fell in every region of the state, and they dropped the most in the North and Central regions, down 19.1% and 3.7%, respectively. The Northeast region saw its August sales fall 9.8% compared to 12 months earlier, whereas the South Central, Southeast and West regions all fell by much smaller margins: the South Central region was down 2.2%, the Southeast region was down 2%, and the West region was down 2.9%.
- Overall, this has been a solid summer for home sales, with closings for June, July and August just 5.6% below the record summer home sales recorded in 2020.
- Year to date, statewide sales are ahead of the pace recorded in 2020, with 56,503 sales in the first eight months of 2021, up 2.7% over the January-August period in 2020. The median price is up 10.6% to \$240,000 over that same period.
- Inventories remain well below the levels of last year, with total listings in August 10.2% lower than 12 months earlier. There were just 3.4 months of available supply, down from 4.2 months in August 2020.
- Homes continue to move quickly with average days on the market at the record-low level of just 65 days for the second straight month. This compares to 88 days in August of last year. This is the lowest level for days on the market since the WRA began tracking this data in January 2005.
- Housing affordability slipped slightly, falling 3.6% over the last 12 months. Still, Wisconsin housing remains affordable. A qualified buyer with median family income can afford to purchase 189% of the median-priced home, assuming a 20% down payment and the remaining balance financed with a 30-year fixed-rate mortgage.

HOME SALES AND INVENTORY



"Given the supply problem, it's not surprising that sales this summer have not quite kept up with the record pace established last summer. Even though REALTORS® have been moving homes quickly, they can only sell what's on the market, so we'll continue to struggle to increase our sales on a year-over-year basis until the inventory situation improves."

Mary Duff

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

EVALUATING THE NATIONAL ECONOMY



"There is no doubt that inflationary pressures have been increasing, with the annual inflation rate at or above 5% since May. This is also creating potential headwinds for the economy, primarily from supply side problems. Specifically, chronic labor shortages combined with the supply chain challenges have kept businesses from expanding as quickly as they would have liked. Although the national economy is still expanding at a healthy pace with real GDP up more than 6% over the first two quarters of the year, until the labor and supply chain problems subside, we can expect more inflation and economic growth that is below the economy's potential."

Dave Clark

Marquette University Economist and WRA Consultant

HOME PRICES, MORTGAGE RATES AND AFFORDABILITY



"Strong demand and weak supply create ideal conditions for strong price appreciation, and that's exactly what we've been seeing over the past year. However, there are some preliminary signs that the double-digit price home price increases may be moderating slightly. The annual rate of appreciation was over 14% in May and June, and it fell to just over 10% in July and to 6.4% in August. That is welcome news since unsustainable price increases can reduce demand, keeping creditworthy buyers out of purchasing homes."

Michael Theo

President & CEO, Wisconsin REALTORS® Association

Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	Aug 2021	Aug 2020	% Change	Aug 2021	Aug 2020	% Change
Unit Sales	8,958	9,562	-6.3%	56,503	55,029	+2.7%
Median Price	\$250,000	\$235,000	+6.4%	\$240,000	\$217,000	+10.6%
New Listings	10,149	10,404	-2.5%	x	x	x
Total Listings	25,314	28,200	-10.2%	x	x	x
Months of Inventory	3.4	4.2	-19.0%	x	x	x
Average Days on Market	65	88	-26.1%	x	x	x
WI Housing Affordability Index	189	196	-3.6%	x	x	x

Housing Price Range Statistics

Price Range	Total Aug 2021 Listings	Average Days on Market (Sep 2020 - Aug 2021)	Total Sold (Sep 2020 - Aug 2021)	Total Volume Sold (Sep 2020 - Aug 2021)	Months of Inventory (Sep 2020 - Aug 2021)
\$0-\$124,999	3,206	104	12,750	\$1,117,786,466	3.0
\$125,000 - \$199,999	5,986	60	25,399	\$4,234,595,275	2.8
\$200,000 - \$349,999	8,438	65	32,244	\$8,849,855,131	3.1
\$350,000 - \$499,999	4,333	79	12,741	\$5,304,024,167	4.1
\$500,000 and higher	3,351	110	7,304	\$5,573,579,418	5.5

Inventory by Urban Classification

County type	Aug 2021	Aug 2020
Metropolitan Counties Combined	3.2	3.7
Micropolitan Counties Combined	3.5	4.3
Rural Counties Combined	4.0	6.3
All Wisconsin Counties	3.4	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: August 2021 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Central	Adams	180,000	185,000	-2.7%	67	96	-30.2%	4.3	4.1	+4.9%	63	122	-48.4%
	Clark	140,000	110,500	+26.7%	34	33	+3.0%	4.0	6.5	-38.5%	116	209	-44.5%
	Juneau	146,500	174,950	-16.3%	42	42	0.0%	4.6	5.3	-13.2%	104	130	-20.0%
	Marathon	200,000	195,950	+2.1%	180	218	-17.4%	3.3	4.0	-17.5%	72	81	-11.1%
	Marquette	209,500	205,000	+2.2%	35	31	+12.9%	4.3	5.9	-27.1%	77	123	-37.4%
	Portage	225,200	215,000	+4.7%	86	113	-23.9%	3.5	3.4	+2.9%	67	83	-19.3%
	Waushara	279,950	198,500	+41.0%	34	56	-39.3%	3.9	4.7	-17.0%	64	155	-58.7%
	Wood	175,000	135,000	+29.6%	109	91	+19.8%	3.2	4.2	-23.8%	72	68	+5.9%
Central Regional Total		190,000	186,750	+1.7%	587	680	-13.7%	3.7	4.3	-14.0%	75	103	-27.2%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
North	Ashland	154,950	112,500	+37.7%	36	32	+12.5%	5.3	10.7	-50.5%	89	215	-58.6%
	Barron	199,000	197,500	+0.8%	103	100	+3.0%	3.7	5.2	-28.8%	68	87	-21.8%
	Bayfield	252,500	290,950	-13.2%	32	56	-42.9%	4.7	7.6	-38.2%	113	195	-42.1%
	Burnett	240,000	200,000	+20.0%	53	101	-47.5%	3.8	4.3	-11.6%	51	110	-53.6%
	Douglas	181,000	172,370	+5.0%	101	70	+44.3%	3.1	4.3	-27.9%	64	91	-29.7%
	Florence	NA	NA	NA	4	7	-42.9%	3.6	5.8	-37.9%	133	129	+3.1%
	Forest	240,450	165,450	+45.3%	12	14	-14.3%	5.0	6.7	-25.4%	65	172	-62.2%
	Iron	209,625	258,500	-18.9%	16	13	+23.1%	4.3	15.6	-72.4%	70	199	-64.8%
	Langlade	155,000	94,000	+64.9%	51	61	-16.4%	4.3	6.8	-36.8%	70	91	-23.1%
	Lincoln	150,000	154,519	-2.9%	47	82	-42.7%	3.1	4.2	-26.2%	91	160	-43.1%
	Oneida	275,000	210,000	+31.0%	87	131	-33.6%	3.4	6.1	-44.3%	66	122	-45.9%
	Polk	239,450	215,000	+11.4%	94	91	+3.3%	4.1	4.8	-14.6%	54	81	-33.3%
	Price	170,000	162,500	+4.6%	42	43	-2.3%	4.1	10.4	-60.6%	95	207	-54.1%
	Rusk	190,000	102,000	+86.3%	23	23	0.0%	4.4	5.9	-25.4%	61	135	-54.8%
	Sawyer	242,000	249,000	-2.8%	49	85	-42.4%	4.3	8.2	-47.6%	127	145	-12.4%
	Taylor	178,000	132,900	+33.9%	21	24	-12.5%	3.0	6.6	-54.5%	67	131	-48.9%
	Vilas	350,000	250,000	+40.0%	73	119	-38.7%	4.1	8.3	-50.6%	89	147	-39.5%
	Washburn	290,000	175,000	+65.7%	62	68	-8.8%	4.3	5.8	-25.9%	85	131	-35.1%
North Regional Total		215,000	190,000	+13.2%	906	1,120	-19.1%	3.9	6.3	-38.1%	76	130	-41.5%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Northeast	Brown	249,500	232,750	+7.2%	314	374	-16.0%	3.0	3.4	-11.8%	59	73	-19.2%
	Calumet	265,000	249,900	+6.0%	76	81	-6.2%	3.8	3.2	+18.8%	65	64	+1.6%
	Door	349,900	297,950	+17.4%	95	102	-6.9%	4.3	8.3	-48.2%	84	174	-51.7%
	Fond du Lac	187,900	153,750	+22.2%	123	134	-8.2%	3.5	3.7	-5.4%	67	92	-27.2%
	Green Lake	185,450	221,350	-16.2%	32	40	-20.0%	4.5	6.7	-32.8%	85	147	-42.2%
	Kewaunee	212,500	189,900	+11.9%	34	25	+36.0%	4.8	4.5	+6.7%	63	145	-56.6%
	Manitowoc	165,000	158,500	+4.1%	125	126	-0.8%	3.1	3.7	-16.2%	60	73	-17.8%
	Marinette	113,450	142,000	-20.1%	59	86	-31.4%	4.0	5.3	-24.5%	98	103	-4.9%
	Menominee	NA	NA	NA	2	2	0.0%	4.0	2.7	+48.1%	45	33	+36.4%
	Oconto	168,000	187,500	-10.4%	75	88	-14.8%	3.5	4.5	-22.2%	60	137	-56.2%
	Outagamie	240,000	214,900	+11.7%	245	251	-2.4%	3.2	3.2	0.0%	59	70	-15.7%
	Shawano	204,250	142,400	+43.4%	50	69	-27.5%	3.5	4.0	-12.5%	61	126	-51.6%
	Waupaca	168,500	157,500	+7.0%	56	80	-30.0%	3.4	4.8	-29.2%	77	88	-12.5%
	Winnebago	197,000	184,500	+6.8%	232	224	+3.6%	3.1	3.2	-3.1%	55	85	-35.3%
	Northeast Regional Total	215,000	197,018	+9.1%	1,518	1,682	-9.8%	3.4	3.9	-12.8%	64	92	-30.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
South Central	Columbia	229,500	232,500	-1.3%	77	112	-31.3%	3.6	3.8	-5.3%	57	91	-37.4%
	Crawford	190,500	136,900	+39.2%	14	21	-33.3%	3.8	7.5	-49.3%	132	108	+22.2%
	Dane	360,000	324,900	+10.8%	886	896	-1.1%	2.9	3.8	-23.7%	70	84	-16.7%
	Dodge	211,500	181,000	+16.9%	116	122	-4.9%	3.4	3.6	-5.6%	56	85	-34.1%
	Grant	166,000	144,500	+14.9%	50	57	-12.3%	4.4	5.2	-15.4%	80	127	-37.0%
	Green	258,000	204,000	+26.5%	52	48	+8.3%	3.6	4.5	-20.0%	60	69	-13.0%
	Iowa	218,000	201,500	+8.2%	27	40	-32.5%	4.1	4.4	-6.8%	54	100	-46.0%
	Jefferson	270,000	275,000	-1.8%	157	147	+6.8%	3.2	4.0	-20.0%	69	83	-16.9%
	Lafayette	159,900	176,000	-9.1%	15	21	-28.6%	3.8	5.9	-35.6%	57	118	-51.7%
	Richland	129,900	220,000	-41.0%	15	21	-28.6%	5.1	5.1	0.0%	65	112	-42.0%
	Rock	205,000	190,000	+7.9%	282	236	+19.5%	3.1	3.4	-8.8%	58	79	-26.6%
	Sauk	234,500	222,500	+5.4%	96	106	-9.4%	3.1	4.3	-27.9%	75	92	-18.5%
	South Central Regional Total	294,900	265,000	+11.3%	1,787	1,827	-2.2%	3.1	3.9	-20.5%	67	87	-23.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Southeast	Kenosha	234,000	220,000	+6.4%	273	275	-0.7%	3.0	3.2	-6.3%	55	70	-21.4%
	Milwaukee	215,000	205,000	+4.9%	1,332	1,220	+9.2%	3.3	3.6	-8.3%	54	66	-18.2%
	Ozaukee	401,000	369,000	+8.7%	151	180	-16.1%	3.0	4.4	-31.8%	72	89	-19.1%
	Racine	215,000	225,000	-4.4%	299	313	-4.5%	3.2	3.9	-17.9%	55	72	-23.6%
	Sheboygan	200,000	180,000	+11.1%	148	137	+8.0%	3.3	3.9	-15.4%	67	73	-8.2%
	Walworth	301,000	260,000	+15.8%	197	242	-18.6%	4.1	5.1	-19.6%	66	102	-35.3%
	Washington	319,900	284,900	+12.3%	223	251	-11.2%	3.3	3.4	-2.9%	59	71	-16.9%
	Waukesha	399,900	350,000	+14.3%	681	753	-9.6%	2.9	3.3	-12.1%	58	67	-13.4%
Southeast Regional Total		260,000	260,000	0.0%	3,304	3,371	-2.0%	3.2	3.7	-13.5%	58	72	-19.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
West	Buffalo	148,500	154,950	-4.2%	12	12	0.0%	5.2	5.8	-10.3%	124	86	+44.2%
	Chippewa	257,000	223,450	+15.0%	91	96	-5.2%	3.2	4.5	-28.9%	77	92	-16.3%
	Dunn	230,000	230,000	0.0%	63	91	-30.8%	3.8	4.2	-9.5%	70	95	-26.3%
	Eau Claire	250,000	225,000	+11.1%	177	155	+14.2%	3.3	4.2	-21.4%	71	85	-16.5%
	Jackson	174,900	160,000	+9.3%	39	27	+44.4%	3.7	6.6	-43.9%	72	99	-27.3%
	La Crosse	235,000	231,250	+1.6%	158	148	+6.8%	2.9	3.5	-17.1%	59	64	-7.8%
	Monroe	180,000	180,000	0.0%	63	67	-6.0%	3.2	4.8	-33.3%	66	111	-40.5%
	Pepin	NA	NA	NA	5	9	-44.4%	3.7	7.1	-47.9%	68	79	-13.9%
	Pierce	280,000	247,509	+13.1%	63	48	+31.3%	4.9	4.4	+11.4%	64	71	-9.9%
	St. Croix	306,000	280,000	+9.3%	132	152	-13.2%	3.5	3.9	-10.3%	63	73	-13.7%
	Trempealeau	209,900	155,544	+34.9%	29	40	-27.5%	4.1	5.0	-18.0%	88	86	+2.3%
	Vernon	171,450	186,000	-7.8%	24	37	-35.1%	3.5	6.2	-43.5%	98	88	+11.4%
West Regional Total		250,000	235,000	+6.4%	856	882	-2.9%	3.4	4.3	-20.9%	69	83	-16.9%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
250,000	235,000	+6.4%	8,958	9,562	-6.3%	65	88	-26.1%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
3.4	4.2	-19.0%	10,149	10,404	-2.5%	25,314	28,200	-10.2%

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	3,206	104	12,750	1,117,786,466	3.0
\$125,000 - \$199,999	5,986	60	25,399	4,234,595,275	2.8
\$200,000 - \$349,999	8,438	65	32,244	8,849,855,131	3.1
\$350,000 - \$499,999	4,333	79	12,741	5,304,024,167	4.1
\$500,000+	3,351	110	7,304	5,573,579,418	5.5

Months of Inventory by Broad Urban-Rural Classification		
Category	August 2021	August 2020
Metropolitan Counties Combined	3.2	3.7
Micropolitan Counties Combined	3.5	4.3
Rural Counties Combined	4.0	6.3
State Total	3.4	4.2



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
North	Ashland	130,000	109,500	+18.7%	199	154	+29.2%
	Barron	195,500	177,790	+10.0%	648	598	+8.4%
	Bayfield	244,750	184,500	+32.7%	244	249	-2.0%
	Burnett	247,000	192,500	+28.3%	353	407	-13.3%
	Douglas	174,950	162,500	+7.7%	406	420	-3.3%
	Florence	176,500	160,000	+10.3%	16	17	-5.9%
	Forest	152,500	134,950	+13.0%	126	110	+14.5%
	Iron	192,950	180,000	+7.2%	96	73	+31.5%
	Langlade	125,000	120,000	+4.2%	320	255	+25.5%
	Lincoln	157,000	135,000	+16.3%	323	371	-12.9%
	Oneida	217,075	197,500	+9.9%	598	608	-1.6%
	Polk	235,000	203,000	+15.8%	525	514	+2.1%
	Price	137,000	135,000	+1.5%	341	227	+50.2%
	Rusk	175,000	128,950	+35.7%	131	140	-6.4%
	Sawyer	239,900	242,500	-1.1%	306	381	-19.7%
	Taylor	154,400	134,250	+15.0%	135	144	-6.3%
	Vilas	280,000	248,200	+12.8%	472	474	-0.4%
	Washburn	223,500	214,500	+4.2%	276	352	-21.6%
North Regional Total		198,000	175,950	+12.5%	5,515	5,494	+0.4%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Northeast	Brown	242,500	220,000	+10.2%	2,197	2,285	-3.9%
	Calumet	258,000	206,000	+25.2%	442	486	-9.1%
	Door	289,100	256,000	+12.9%	535	449	+19.2%
	Fond du Lac	180,000	148,000	+21.6%	876	897	-2.3%
	Green Lake	193,500	162,000	+19.4%	192	207	-7.2%
	Kewaunee	175,000	161,000	+8.7%	170	184	-7.6%
	Manitowoc	152,750	130,000	+17.5%	720	719	+0.1%
	Marinette	146,900	130,000	+13.0%	467	451	+3.5%
	Menominee	325,000	288,000	+12.8%	15	23	-34.8%
	Oconto	187,000	150,000	+24.7%	437	447	-2.2%
	Outagamie	233,450	205,000	+13.9%	1,512	1,596	-5.3%
	Shawano	168,000	139,000	+20.9%	317	347	-8.6%
	Waupaca	168,000	155,000	+8.4%	449	407	+10.3%
	Winnebago	190,000	172,000	+10.5%	1,458	1,488	-2.0%
	Northeast Regional Total	207,000	180,375	+14.8%	9,787	9,986	-2.0%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
South Central	Columbia	230,000	221,900	+3.7%	543	555	-2.2%
	Crawford	164,000	132,000	+24.2%	123	134	-8.2%
	Dane	352,000	313,000	+12.5%	5,815	5,638	+3.1%
	Dodge	200,000	172,000	+16.3%	738	760	-2.9%
	Grant	155,000	143,950	+7.7%	308	304	+1.3%
	Green	228,650	190,000	+20.3%	304	281	+8.2%
	Iowa	227,725	203,500	+11.9%	182	177	+2.8%
	Jefferson	272,500	244,750	+11.3%	901	864	+4.3%
	Lafayette	156,000	150,000	+4.0%	113	105	+7.6%
	Richland	170,000	152,900	+11.2%	101	105	-3.8%
	Rock	196,500	180,000	+9.2%	1,683	1,534	+9.7%
	Sauk	235,000	225,000	+4.4%	640	640	0.0%
	South Central Regional Total	290,000	256,000	+13.3%	11,451	11,097	+3.2%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Southeast	Kenosha	230,000	205,000	+12.2%	1,672	1,585	+5.5%
	Milwaukee	210,000	185,500	+13.2%	8,760	7,522	+16.5%
	Ozaukee	380,000	335,250	+13.3%	910	942	-3.4%
	Racine	210,000	197,500	+6.3%	2,060	1,863	+10.6%
	Sheboygan	185,000	175,000	+5.7%	982	935	+5.0%
	Walworth	283,500	250,000	+13.4%	1,300	1,292	+0.6%
	Washington	308,100	275,000	+12.0%	1,382	1,362	+1.5%
	Waukesha	370,000	335,000	+10.4%	4,010	4,141	-3.2%
Southeast Regional Total		250,000	235,000	+6.4%	21,076	19,642	+7.3%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
West	Buffalo	155,500	144,060	+7.9%	90	96	-6.3%
	Chippewa	235,000	208,745	+12.6%	555	631	-12.0%
	Dunn	230,000	193,900	+18.6%	358	450	-20.4%
	Eau Claire	239,900	205,678	+16.6%	1,018	950	+7.2%
	Jackson	159,900	140,750	+13.6%	171	124	+37.9%
	La Crosse	235,000	215,000	+9.3%	982	1,007	-2.5%
	Monroe	186,000	175,000	+6.3%	390	379	+2.9%
	Pepin	179,900	133,500	+34.8%	55	76	-27.6%
	Pierce	280,000	245,000	+14.3%	254	253	+0.4%
	St. Croix	312,000	275,000	+13.5%	759	801	-5.2%
	Trempealeau	185,000	163,300	+13.3%	203	197	+3.0%
	Vernon	177,250	173,750	+2.0%	202	200	+1.0%
West Regional Total		240,000	210,750	+13.9%	5,037	5,164	-2.5%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Central	Adams	170,000	155,750	+9.1%	404	428	-5.6%
	Clark	144,875	116,750	+24.1%	240	192	+25.0%
	Juneau	172,744	150,000	+15.2%	262	276	-5.1%
	Marathon	193,000	180,000	+7.2%	1,179	1,185	-0.5%
	Marquette	189,900	167,000	+13.7%	171	163	+4.9%
	Portage	220,000	195,400	+12.6%	501	533	-6.0%
	Waushara	180,900	155,500	+16.3%	203	284	-28.5%
	Wood	155,000	134,400	+15.3%	677	585	+15.7%
Central Regional Total		180,000	163,500	+10.1%	3,637	3,646	-0.2%

YTD Statewide Median Price

Through 8/2021	Through 8/2020	% Change
240,000	217,000	+10.6%

YTD Statewide Sales

Through 8/2021	Through 8/2020	% Change
56,503	55,029	+2.7%