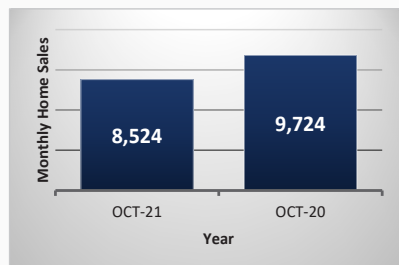


October 2021 WI Real Estate Report

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



MONTHLY HOME SALES



October 2021

8,524

HOMES SOLD

October 2020

9,724

HOMES SOLD

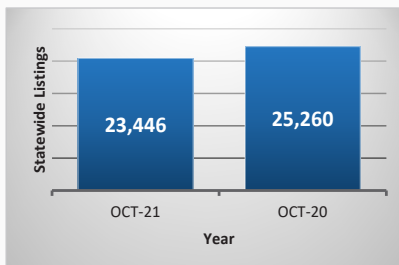
from last year



-12.3%



TOTAL STATEWIDE LISTINGS



October 2021

23,446

ACTIVE LISTINGS

October 2020

25,260

ACTIVE LISTINGS

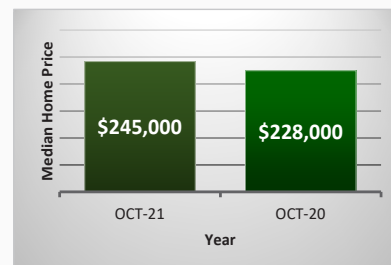
from last year



-7.2%



MEDIAN HOME PRICE



October 2021

245,000

AVG HOME PRICE IN WI

October 2020

228,000

AVG HOME PRICE IN WI

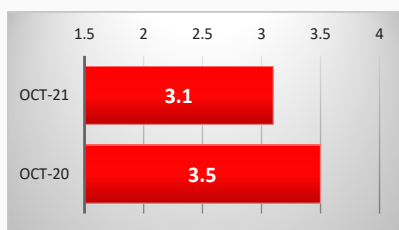
from last year



7.5%



MONTHS OF INVENTORY



October 2021

3.10

MONTHS

October 2020

3.50

MONTHS

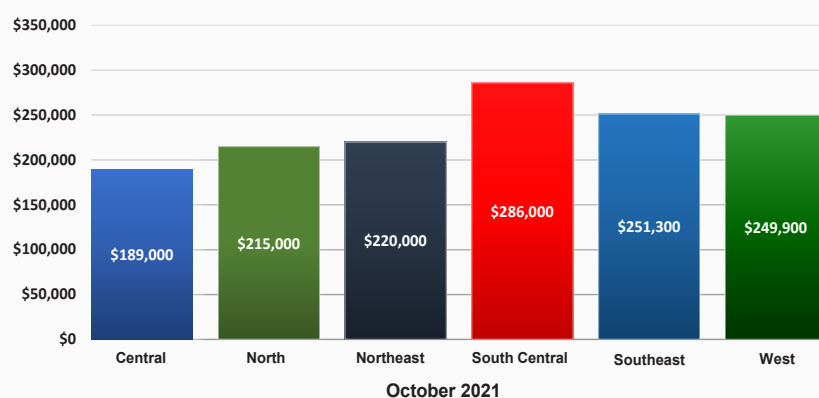
from last year



-11.4%



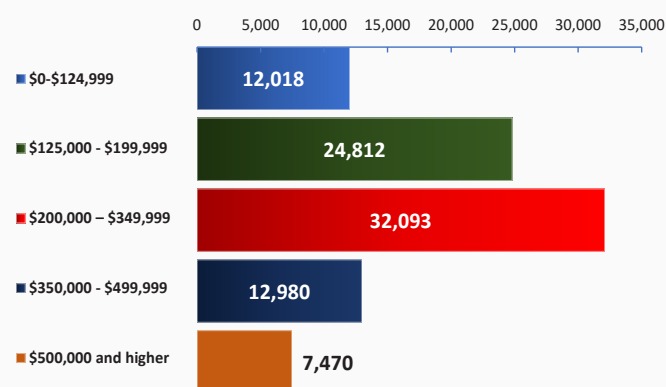
MEDIAN PRICES BY REGION



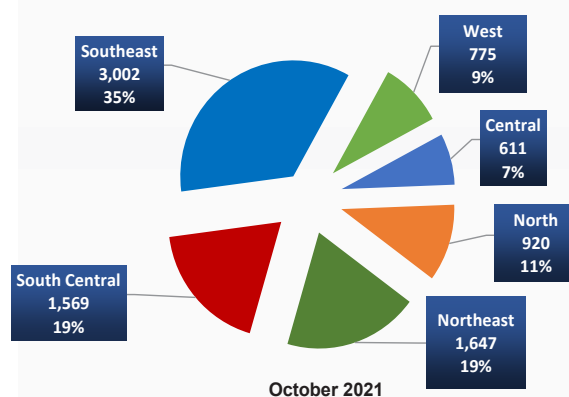
October 2021



HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION



October 2021

MORTGAGE INTEREST RATES



October 2021

3.07%

AVG 30 YR. FIXED

October 2020

2.83%

AVG 30 YR. FIXED

from last year

↑ 8.5%

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

YEAR-TO-DATE HOME SALES



Year-to-Date 2021

74,335

HOMES SOLD THRU 1 Q/21

Year-to-Date 2020

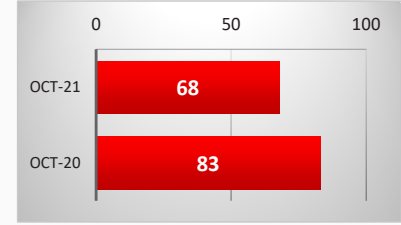
74,276

HOMES SOLD THRU 1 Q/20

from last year

↑ 0.1%

AVG DAYS ON MARKET



October 2021

68

ACTIVE LISTINGS

October 2020

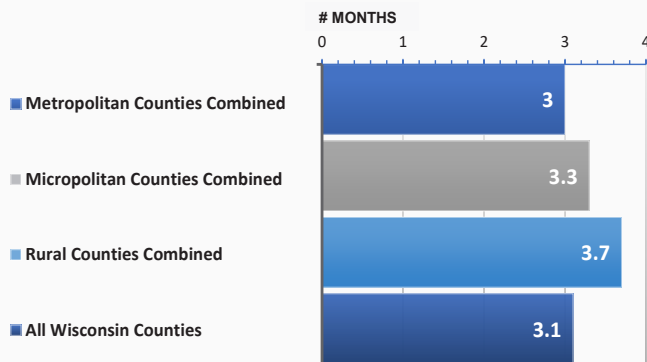
83

ACTIVE LISTINGS

from last year

↓ -18.1%

MONTHS OF INVENTORY BY URBAN CLASSIFICATION

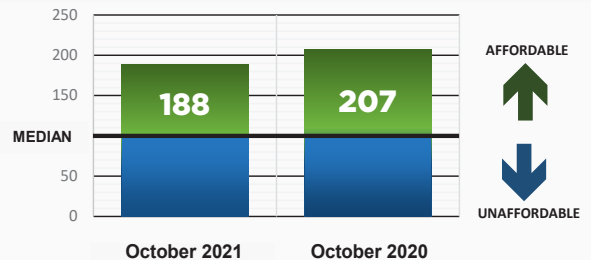


HOUSING AFFORDABILITY INDEX

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 9.20% from Oct. 2020



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.



OCTOBER 2021 TALKING POINTS

- Existing home sales dropped 12.3% between October 2020 and October 2021, even as median home prices rose 7.5% to \$245,000 over the same period.
- Year-to-date sales had been running well ahead of last year's record pace for the first half of 2021, rising 9.7% compared to the first six months of the pandemic year. However, the last four months have seen sales slip 8.8% relative to that same period last year. The net effect is that through the first 10 months of the year, existing home sales are just 0.1% higher than year-to-date sales in 2020. In contrast, the year-to-date median price rose to \$241,000, which is 9.5% ahead of last year's median price for the January-through-October period.
- Indicators of inventory, including total listings, new listings and months of available supply, all fell over the last 12 months.
- Inventory was tight in both rural and urban regions of the state. There were between 3 months and 3.5 months of available supply in every region, which is well below the benchmark of 6 months of supply that signals a balanced home market.
- After five months of sub-3% mortgage rates, the 30-year fixed-rate mortgage increased to 3.07% in October. This is a modest change of 20 basis points over the past 12 months.
- The increase in the mortgage rate combined with rising home prices pushed affordability down. The Wisconsin Housing Affordability index fell 18.1% in October 2021 compared to October 2020. Still, a qualified buyer with a median family income, a healthy 20 percent down payment and with the remaining balance financed with a 30-year fixed-rate mortgage can afford to buy 188% of the median-priced home in the state in October. This compares favorably to the national index for September with the latest monthly figures available, which shows that the typical U.S. buyer can only purchase 151% of the median-priced U.S. home.

HOME SALES AND INVENTORIES



"Home sales in the second half of 2021 have slipped well below the very strong pace we saw in the second half of 2020. Given the ongoing inventory weakness in the housing market, we don't expect another record year for sales in the state. However, 2021 will still be a very strong year for home sales since buyers remain motivated, fueled by very favorable mortgage rates."

Mary Duff

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

EVALUATING ECONOMIC GROWTH NATIONALLY AND STATEWIDE



"Ongoing supply chain problems, labor shortages and rising energy prices have created significant headwinds for economic growth and have fueled inflation at the same time. Real GDP growth cooled to a moderate 2% in the third quarter, which was below economists' expectations, whereas inflation rose to an annual pace of 6.2% in October, which is the highest rate since November 1990. The high inflation has also dampened consumer sentiment as buyers have lost purchasing power. Hopefully these limitations on the supply side of the economy will prove to be transitory, reducing inflationary pressures and leading to increased economic growth."

Dave Clark

Marquette University Economist and WRA Consultant

MODERATING HOUSING PRICE PRESSURES



"For the third straight month, the increase in median housing prices has remained at or below 7.5%. This is welcome moderation compared to the first seven months of the year. While it's good to see housing provide a good return on investment for homeowners, double-digit appreciation is not sustainable and threatens to keep some first-time buyers out of the market. This moderation in appreciation rates has helped to keep Wisconsin housing relatively affordable, even in a strong seller's market."

Michael Theo

President & CEO, Wisconsin REALTORS® Association

Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	Oct 2021	Oct 2020	% Change	Oct 2021	Oct 2020	% Change
Unit Sales	8,524	9,724	-12.3%	74,335	74,276	+0.1%
Median Price	\$245,000	\$228,000	+7.5%	\$241,000	\$220,000	+9.5%
New Listings	8,052	8,646	-6.9%	x	X	x
Total Listings	23,446	25,260	-7.2%	x	X	x
Months of Inventory	3.1	3.5	-11.4%	x	X	x
Average Days on Market	68	83	-18.1%	x	x	x
WI Housing Affordability Index	188	207	-9.2%	x	x	x

Housing Price Range Statistics

Price Range	Total Oct 2021 Listings	Average Days on Market (Nov 2020 - Oct 2021)	Total Sold (Nov 2020 - Oct 2021)	Total Volume Sold (Nov 2020 - Oct 2021)	Months of Inventory (Nov 2020 - Oct 2021)
\$0-\$124,999	2,989	118	12,018	\$1,066,976,282	3.0
\$125,000 - \$199,999	5,690	72	24,812	\$4,148,804,323	2.8
\$200,000 – \$349,999	7,701	77	32,093	\$8,832,227,647	2.9
\$350,000 - \$499,999	4,046	92	12,980	\$5,417,403,135	3.7
\$500,000 and higher	3,020	125	7,470	\$5,748,632,053	4.9

Inventory by Urban Classification

County type	Oct 2021	Oct 2020
Metropolitan Counties Combined	3.0	3.1
Micropolitan Counties Combined	3.3	3.6
Rural Counties Combined	3.7	4.8
All Wisconsin Counties	3.1	3.5

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: October 2021 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
Central	Adams	192,450	189,825	+1.4%	64	74	-13.5%	3.8	3.5	+8.6%	64	106	-39.6%
	Clark	135,000	143,500	-5.9%	35	48	-27.1%	4.4	4.8	-8.3%	77	134	-42.5%
	Juneau	179,750	175,500	+2.4%	30	52	-42.3%	4.6	5.1	-9.8%	67	128	-47.7%
	Marathon	215,000	189,900	+13.2%	192	213	-9.9%	3.0	3.5	-14.3%	80	76	+5.3%
	Marquette	231,000	160,000	+44.4%	24	31	-22.6%	4.7	3.8	+23.7%	76	110	-30.9%
	Portage	214,950	200,000	+7.5%	88	75	+17.3%	3.3	3.0	+10.0%	66	83	-20.5%
	Waushara	200,000	183,500	+9.0%	57	49	+16.3%	4.2	3.0	+40.0%	59	83	-28.9%
	Wood	140,000	128,500	+8.9%	121	107	+13.1%	3.0	3.7	-18.9%	67	78	-14.1%
Central Regional Total		189,900	168,000	+13.0%	611	649	-5.9%	3.5	3.6	-2.8%	71	91	-22.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
North	Ashland	112,500	154,950	-27.4%	29	38	-23.7%	5.4	7.1	-23.9%	76	156	-51.3%
	Barron	218,000	189,500	+15.0%	111	125	-11.2%	3.4	4.0	-15.0%	76	100	-24.0%
	Bayfield	208,000	217,500	-4.4%	32	50	-36.0%	4.2	6.0	-30.0%	101	179	-43.6%
	Burnett	235,000	232,500	+1.1%	53	101	-47.5%	3.1	3.0	+3.3%	54	84	-35.7%
	Douglas	207,500	167,500	+23.9%	66	83	-20.5%	2.7	3.6	-25.0%	75	75	0.0%
	Florence	NA	NA	NA	1	5	-80.0%	4.6	7.6	-39.5%	172	86	+100.0%
	Forest	239,900	119,000	+101.6%	27	17	+58.8%	4.1	6.5	-36.9%	139	88	+58.0%
	Iron	267,000	243,250	+9.8%	14	20	-30.0%	4.0	9.1	-56.0%	90	223	-59.6%
	Langlade	146,000	93,600	+56.0%	46	56	-17.9%	3.2	4.7	-31.9%	95	150	-36.7%
	Lincoln	170,950	106,000	+61.3%	58	48	+20.8%	3.4	4.1	-17.1%	75	109	-31.2%
	Oneida	292,500	250,000	+17.0%	104	139	-25.2%	3.1	4.5	-31.1%	82	125	-34.4%
	Polk	238,000	220,950	+7.7%	97	112	-13.4%	3.1	4.0	-22.5%	71	80	-11.3%
	Price	140,000	138,900	+0.8%	55	71	-22.5%	3.7	7.3	-49.3%	78	167	-53.3%
	Rusk	202,450	142,000	+42.6%	33	19	+73.7%	3.7	4.3	-14.0%	77	102	-24.5%
	Sawyer	235,000	310,000	-24.2%	63	81	-22.2%	3.9	5.3	-26.4%	93	184	-49.5%
	Taylor	157,000	137,000	+14.6%	15	20	-25.0%	4.1	4.3	-4.7%	72	119	-39.5%
	Vilas	312,000	340,000	-8.2%	78	133	-41.4%	3.7	5.7	-35.1%	110	155	-29.0%
	Washburn	179,000	202,500	-11.6%	38	56	-32.1%	3.8	4.4	-13.6%	65	108	-39.8%
North Regional Total		215,000	204,000	+5.4%	920	1,174	-21.6%	3.5	4.7	-25.5%	82	125	-34.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
Northeast	Brown	255,000	235,500	+8.3%	355	426	-16.7%	2.8	2.7	+3.7%	63	65	-3.1%
	Calumet	271,500	243,502	+11.5%	81	77	+5.2%	3.4	2.6	+30.8%	72	71	+1.4%
	Door	395,000	340,000	+16.2%	82	126	-34.9%	4.4	5.9	-25.4%	92	143	-35.7%
	Fond du Lac	164,750	181,500	-9.2%	136	147	-7.5%	3.6	3.4	+5.9%	69	73	-5.5%
	Green Lake	225,000	220,000	+2.3%	37	27	+37.0%	3.6	5.9	-39.0%	67	142	-52.8%
	Kewaunee	267,814	165,000	+62.3%	24	31	-22.6%	4.4	4.8	-8.3%	105	98	+7.1%
	Manitowoc	160,000	145,000	+10.3%	122	121	+0.8%	2.8	3.1	-9.7%	64	71	-9.9%
	Marinette	145,000	134,900	+7.5%	79	89	-11.2%	3.6	4.4	-18.2%	69	86	-19.8%
	Menominee	NA	NA	NA	3	4	-25.0%	3.4	1.4	+142.9%	44	69	-36.2%
	Oconto	220,000	154,000	+42.9%	66	72	-8.3%	3.4	3.3	+3.0%	95	126	-24.6%
	Outagamie	234,900	220,000	+6.8%	289	291	-0.7%	3.0	2.8	+7.1%	55	60	-8.3%
	Shawano	150,000	168,000	-10.7%	51	63	-19.0%	3.0	3.2	-6.3%	72	88	-18.2%
	Waupaca	190,500	169,000	+12.7%	80	68	+17.6%	3.4	4.5	-24.4%	69	79	-12.7%
	Winnebago	201,950	172,500	+17.1%	242	262	-7.6%	2.8	2.8	0.0%	60	67	-10.4%
	Northeast Regional Total	220,000	200,750	+9.6%	1,647	1,804	-8.7%	3.2	3.3	-3.0%	67	78	-14.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
South Central	Columbia	285,000	237,300	+20.1%	91	75	+21.3%	2.9	3.4	-14.7%	74	76	-2.6%
	Crawford	149,000	146,000	+2.1%	15	27	-44.4%	4.0	4.9	-18.4%	95	137	-30.7%
	Dane	341,500	325,000	+5.1%	747	859	-13.0%	2.6	3.1	-16.1%	77	81	-4.9%
	Dodge	224,900	207,450	+8.4%	109	128	-14.8%	3.2	3.0	+6.7%	64	82	-22.0%
	Grant	185,500	150,000	+23.7%	41	55	-25.5%	4.5	4.0	+12.5%	75	107	-29.9%
	Green	269,000	236,000	+14.0%	38	57	-33.3%	3.6	3.0	+20.0%	75	88	-14.8%
	Iowa	192,500	255,000	-24.5%	20	27	-25.9%	4.5	4.0	+12.5%	72	72	0.0%
	Jefferson	285,000	233,500	+22.1%	116	128	-9.4%	3.5	3.5	0.0%	66	76	-13.2%
	Lafayette	130,000	145,500	-10.7%	13	18	-27.8%	3.8	3.9	-2.6%	87	100	-13.0%
	Richland	135,700	252,500	-46.3%	20	11	+81.8%	5.1	5.1	0.0%	67	139	-51.8%
	Rock	202,500	201,000	+0.7%	264	291	-9.3%	3.0	3.2	-6.3%	64	74	-13.5%
	Sauk	265,000	225,000	+17.8%	95	121	-21.5%	3.0	3.5	-14.3%	72	106	-32.1%
	South Central Regional Total	286,000	265,000	+7.9%	1,569	1,797	-12.7%	3.0	3.3	-9.1%	72	83	-13.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
Southeast	Kenosha	247,450	230,500	+7.4%	232	249	-6.8%	3.0	3.2	-6.3%	64	69	-7.2%
	Milwaukee	210,000	195,000	+7.7%	1,199	1,309	-8.4%	3.2	3.3	-3.0%	60	63	-4.8%
	Ozaukee	365,000	330,000	+10.6%	127	161	-21.1%	3.1	3.6	-13.9%	63	73	-13.7%
	Racine	220,000	210,000	+4.8%	302	366	-17.5%	3.1	3.2	-3.1%	60	62	-3.2%
	Sheboygan	200,000	180,000	+11.1%	161	162	-0.6%	3.0	3.3	-9.1%	69	88	-21.6%
	Walworth	293,250	272,400	+7.7%	194	241	-19.5%	3.5	4.2	-16.7%	73	82	-11.0%
	Washington	300,000	279,250	+7.4%	225	242	-7.0%	2.8	2.7	+3.7%	64	74	-13.5%
	Waukesha	349,900	345,000	+1.4%	562	663	-15.2%	2.7	2.9	-6.9%	61	70	-12.9%
Southeast Regional Total		251,300	240,000	+4.7%	3,002	3,393	-11.5%	3.1	3.2	-3.1%	62	68	-8.8%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
West	Buffalo	198,500	158,500	+25.2%	22	24	-8.3%	3.7	4.5	-17.8%	70	121	-42.1%
	Chippewa	265,000	215,000	+23.3%	80	111	-27.9%	3.3	3.9	-15.4%	69	85	-18.8%
	Dunn	220,000	195,000	+12.8%	57	85	-32.9%	3.9	4.1	-4.9%	82	85	-3.5%
	Eau Claire	246,700	220,000	+12.1%	150	177	-15.3%	3.0	3.6	-16.7%	71	81	-12.3%
	Jackson	151,750	145,000	+4.7%	30	31	-3.2%	3.0	5.6	-46.4%	67	76	-11.8%
	La Crosse	240,000	215,000	+11.6%	133	168	-20.8%	2.8	2.6	+7.7%	71	75	-5.3%
	Monroe	200,000	176,975	+13.0%	53	62	-14.5%	3.0	3.8	-21.1%	68	74	-8.1%
	Pepin	168,750	209,900	-19.6%	12	10	+20.0%	3.5	5.4	-35.2%	100	157	-36.3%
	Pierce	255,000	279,000	-8.6%	47	39	+20.5%	4.1	3.8	+7.9%	64	81	-21.0%
	St. Croix	335,000	295,198	+13.5%	131	128	+2.3%	3.1	3.3	-6.1%	62	85	-27.1%
	Trempealeau	187,750	171,250	+9.6%	32	38	-15.8%	4.3	4.7	-8.5%	76	75	+1.3%
	Vernon	229,750	202,500	+13.5%	28	34	-17.6%	3.8	5.7	-33.3%	83	142	-41.5%
West Regional Total		249,900	221,500	+12.8%	775	907	-14.6%	3.2	3.7	-13.5%	71	85	-16.5%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
245,000	228,000	+7.5%	8,524	9,724	-12.3%	68	83	-18.1%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
10/2021	10/2020	% Change	10/2021	10/2020	% Change	10/2021	10/2020	% Change
3.1	3.5	-11.4%	8,052	8,646	-6.9%	23,446	25,260	-7.2%

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	2,989	118	12,018	1,066,976,282	3.0
\$125,000 - \$199,999	5,690	72	24,812	4,148,804,323	2.8
\$200,000 - \$349,999	7,701	77	32,093	8,832,227,647	2.9
\$350,000 - \$499,999	4,046	92	12,980	5,417,403,135	3.7
\$500,000+	3,020	125	7,470	5,748,632,053	4.9

Months of Inventory by Broad Urban-Rural Classification		
Category	October 2021	October 2020
Metropolitan Counties Combined	3.0	3.1
Micropolitan Counties Combined	3.3	3.6
Rural Counties Combined	3.7	4.8
State Total	3.1	3.5



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Central	Adams	185,000	158,000	+17.1%	541	571	-5.3%
	Clark	140,000	121,500	+15.2%	305	273	+11.7%
	Juneau	171,900	154,250	+11.4%	345	372	-7.3%
	Marathon	195,150	182,500	+6.9%	1,549	1,585	-2.3%
	Marquette	197,000	162,750	+21.0%	229	232	-1.3%
	Portage	219,900	200,000	+10.0%	675	683	-1.2%
	Waushara	197,500	156,500	+26.2%	302	386	-21.8%
	Wood	153,000	135,000	+13.3%	901	791	+13.9%
Central Regional Total		182,500	165,000	+10.6%	4,847	4,893	-0.9%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
North	Ashland	135,000	125,500	+7.6%	261	236	+10.6%
	Barron	197,500	183,000	+7.9%	853	843	+1.2%
	Bayfield	240,000	188,200	+27.5%	310	343	-9.6%
	Burnett	247,000	209,000	+18.2%	482	576	-16.3%
	Douglas	181,450	163,000	+11.3%	540	562	-3.9%
	Florence	175,000	160,000	+9.4%	19	22	-13.6%
	Forest	175,000	139,900	+25.1%	167	149	+12.1%
	Iron	212,500	201,950	+5.2%	128	114	+12.3%
	Langlade	130,000	117,500	+10.6%	421	365	+15.3%
	Lincoln	160,000	133,500	+19.9%	419	474	-11.6%
	Oneida	235,000	215,700	+8.9%	804	859	-6.4%
	Polk	239,900	205,000	+17.0%	721	718	+0.4%
	Price	138,450	132,000	+4.9%	442	352	+25.6%
	Rusk	182,000	140,000	+30.0%	185	202	-8.4%
	Sawyer	240,000	257,000	-6.6%	427	559	-23.6%
	Taylor	156,500	134,950	+16.0%	170	196	-13.3%
	Vilas	299,950	265,000	+13.2%	634	711	-10.8%
	Washburn	220,000	217,000	+1.4%	371	469	-20.9%
North Regional Total		205,000	182,000	+12.6%	7,354	7,750	-5.1%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Northeast	Brown	246,000	222,500	+10.6%	2,985	3,149	-5.2%
	Calumet	260,000	216,500	+20.1%	599	628	-4.6%
	Door	299,900	281,250	+6.6%	707	698	+1.3%
	Fond du Lac	175,000	158,500	+10.4%	1,178	1,213	-2.9%
	Green Lake	200,000	170,000	+17.6%	267	267	0.0%
	Kewaunee	180,000	164,500	+9.4%	225	240	-6.3%
	Manitowoc	157,250	132,950	+18.3%	960	952	+0.8%
	Marinette	149,400	132,500	+12.8%	649	619	+4.8%
	Menominee	326,000	288,000	+13.2%	22	29	-24.1%
	Oconto	189,950	147,500	+28.8%	580	610	-4.9%
	Outagamie	233,000	209,000	+11.5%	2,139	2,181	-1.9%
	Shawano	162,500	142,000	+14.4%	447	461	-3.0%
	Waupaca	171,500	160,000	+7.2%	614	581	+5.7%
	Winnebago	190,000	174,000	+9.2%	1,969	2,005	-1.8%
	Northeast Regional Total	210,000	185,000	+13.5%	13,341	13,633	-2.1%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
South Central	Columbia	235,450	225,000	+4.6%	715	731	-2.2%
	Crawford	162,750	143,000	+13.8%	158	187	-15.5%
	Dane	350,000	315,000	+11.1%	7,417	7,435	-0.2%
	Dodge	209,900	181,900	+15.4%	971	989	-1.8%
	Grant	159,950	142,400	+12.3%	400	409	-2.2%
	Green	230,000	205,612	+11.9%	390	394	-1.0%
	Iowa	224,850	215,000	+4.6%	226	231	-2.2%
	Jefferson	274,900	242,000	+13.6%	1,146	1,128	+1.6%
	Lafayette	156,000	150,000	+4.0%	143	141	+1.4%
	Richland	155,650	157,500	-1.2%	138	128	+7.8%
	Rock	197,993	184,000	+7.6%	2,202	2,047	+7.6%
	Sauk	240,000	226,000	+6.2%	841	863	-2.5%
	South Central Regional Total	289,500	260,000	+11.3%	14,747	14,683	+0.4%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Southeast	Kenosha	232,000	212,500	+9.2%	2,148	2,072	+3.7%
	Milwaukee	210,000	188,000	+11.7%	11,275	10,141	+11.2%
	Ozaukee	379,450	335,000	+13.3%	1,170	1,259	-7.1%
	Racine	212,000	200,000	+6.0%	2,704	2,565	+5.4%
	Sheboygan	186,000	179,900	+3.4%	1,317	1,281	+2.8%
	Walworth	285,000	255,000	+11.8%	1,708	1,775	-3.8%
	Washington	307,500	275,000	+11.8%	1,853	1,839	+0.8%
	Waukesha	370,000	337,285	+9.7%	5,240	5,446	-3.8%
Southeast Regional Total		251,000	235,000	+6.8%	27,415	26,378	+3.9%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
West	Buffalo	172,500	147,500	+16.9%	131	135	-3.0%
	Chippewa	239,900	213,500	+12.4%	716	843	-15.1%
	Dunn	230,000	195,000	+17.9%	478	597	-19.9%
	Eau Claire	241,000	210,000	+14.8%	1,322	1,282	+3.1%
	Jackson	158,900	144,900	+9.7%	220	178	+23.6%
	La Crosse	235,000	216,950	+8.3%	1,287	1,360	-5.4%
	Monroe	190,000	178,000	+6.7%	501	508	-1.4%
	Pepin	187,500	150,000	+25.0%	74	103	-28.2%
	Pierce	284,500	249,950	+13.8%	353	346	+2.0%
	St. Croix	315,000	280,096	+12.5%	1,014	1,056	-4.0%
	Trempealeau	186,000	170,000	+9.4%	276	265	+4.2%
	Vernon	177,500	180,000	-1.4%	259	266	-2.6%
West Regional Total		240,000	215,000	+11.6%	6,631	6,939	-4.4%

YTD Statewide Median Price		
Through 10/2021	Through 10/2020	% Change
241,000	220,000	+9.5%

YTD Statewide Sales		
Through 10/2021	Through 10/2020	% Change
74,335	74,276	+0.1%