

MONTHLY HOME SALES

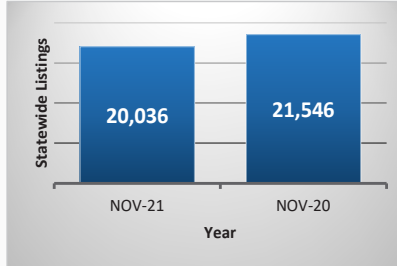


November 2021
7,714
HOMES SOLD

November 2020
7,774
HOMES SOLD

from last year **-0.8%**

TOTAL STATEWIDE LISTINGS

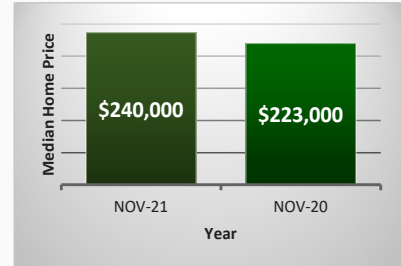


November 2021
20,036
ACTIVE LISTINGS

November 2020
21,546
ACTIVE LISTINGS

from last year **-7.0%**

MEDIAN HOME PRICE

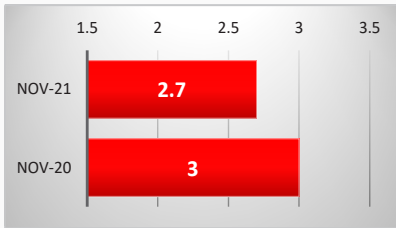


November 2021
240,000
AVG HOME PRICE IN WI

November 2020
223,000
AVG HOME PRICE IN WI

from last year **7.6%**

MONTHS OF INVENTORY

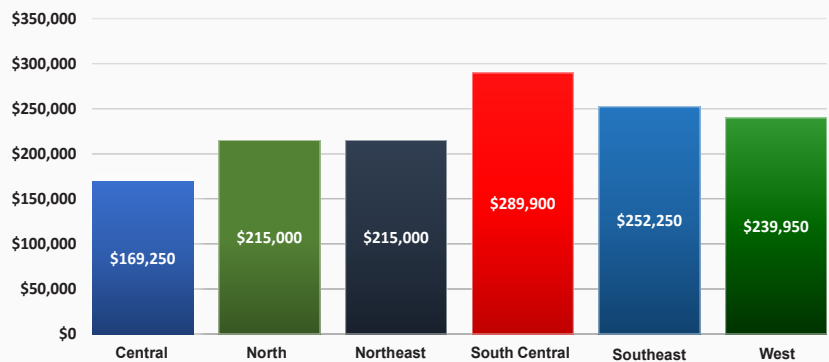


November 2021
2.70
MONTHS

November 2020
3.00
MONTHS

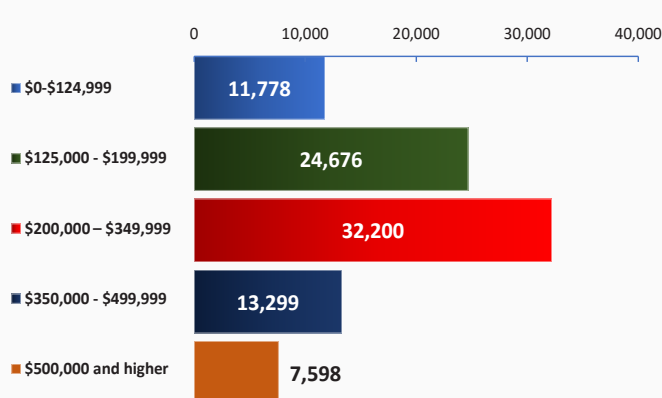
from last year **-10.0%**

MEDIAN PRICES BY REGION

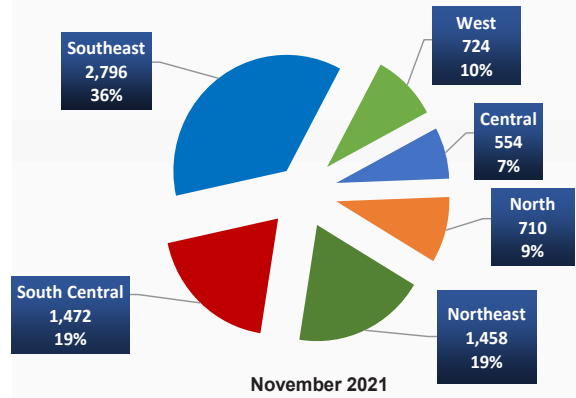


November 2021

HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS

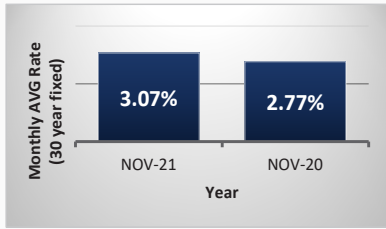


HOME SALES BY REGION



November 2021

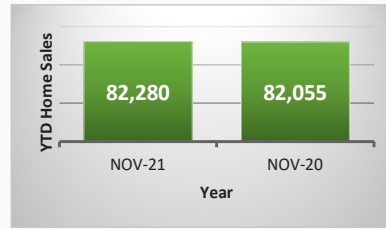
MORTGAGE INTEREST RATES



November 2021 **3.07%** AVG 30 YR. FIXED
 November 2020 **2.77%** AVG 30 YR. FIXED

from last year **↑ 10.8%**

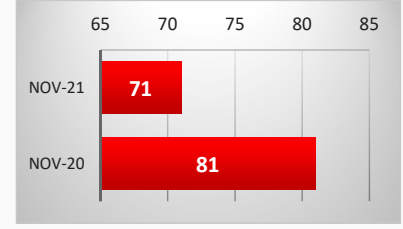
YEAR-TO-DATE HOME SALES



Year-to-Date 2021 **82,280** HOMES SOLD THRU 11/21
 Year-to-Date 2020 **82,055** HOMES SOLD THRU 11/20

from last year **↑ 0.3%**

AVG DAYS ON MARKET

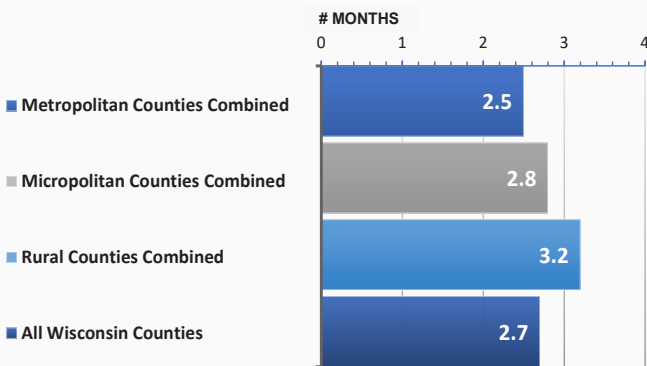


November 2021 **71** ACTIVE LISTINGS
 November 2020 **81** ACTIVE LISTINGS

from last year **↓ -12.3%**

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

MONTHS OF INVENTORY BY URBAN CLASSIFICATION



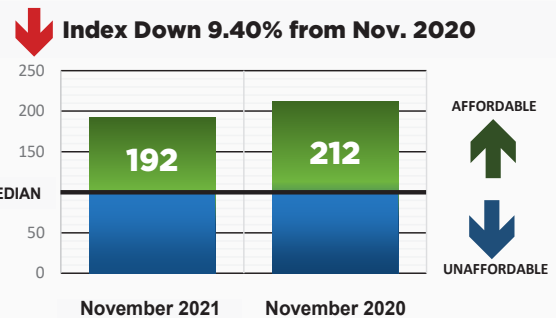
Metropolitan counties include: Brown, Calumet, Chippewa, Columbia, Dane, Douglas, Eau Claire, Fond du Lac, Green, Iowa, Kenosha, Kewaunee, La Crosse, Marathon, Milwaukee, Oconto, Ozaukee, Outagamie, Pierce, Racine, Rock, Sheboygan, St. Croix, Washington, Waukesha and Winnebago.

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.



NOVEMBER 2021 TALKING POINTS

- Wisconsin’s November existing home sales kept pace with the strong sales of a year earlier, falling just 0.8% over the 12-month period. The median price rose 7.6% to \$240,000 over that same period.
- Through the first 11 months of 2021, home sales are slightly ahead, up 0.3% of the January-November period last year, and median prices were up 9.5% to \$241,000 over that same time.
- As we approach year-end, sales performance varied regionally on a year-to-date basis. The strongest sales were seen in the Southeast region, which is running 3.7% higher than last year. Also up was the Central region, up 1.1%, as well as the South Central region, up 0.7%. In contrast, the Northeast region fell 1.4% for the first 11 months of the year compared to that same period in 2020. The West region dropped 4.1%, and the North region declined 5.8%.
- On a year-to-date basis, all regions have seen their median prices rise, with the Southeast region up by the smallest margin, up 6.8%, compared to the January-through-November period last year, followed by the Central region, up 9.1%. Median prices rose between 11.5% and 13.5% in the remaining regions of the state.
- All measures of inventory fell over the past 12 months, including total listings, which were down 7%; new listings, down 1.9%; and months of available supply, down 10%.
- The 30-year fixed mortgage rate stood at 3.7% for the second straight month, but it is 30 basis points higher than November 2020. With median prices up 7.6% in November compared to last year, and the median family income projected to have increased just under 1% over that same period, affordability slipped. The Wisconsin Housing Affordability Index fell 9.1% in November 2021 compared to 12 months earlier. Nonetheless, a qualified buyer with median family income, a 20% down payment, and the remaining balance financed with a 30-year fixed-rate mortgage can still afford to buy 192% of the median-priced home in November.

TRENDS IN SALES AND PRICES



“Very tight inventory continues to be a drag on sales, so it’s quite remarkable that we are essentially even with last year’s record pace. The flip side is that the mismatch between weak supply and strong demand, especially among millennials, has kept the pressure on prices, with median prices up 9.5% year to date.”

Mary Duff

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

ECONOMIC IMPACT OF THE INFLATION PROBLEM



“The biggest economic story of 2021 has been the resurgence of inflationary pressures, and in November, the inflation rate hit 6.8%, a level unseen in nearly 40 years. There are myriad potential economic consequences resulting from unchecked inflation, including slower economic growth and higher mortgage rates. While we don’t believe mortgage rates will rise to the double-digit levels seen in the early 1980s, we do expect mortgage rates to increase in 2022, until the Fed gets inflation under control.”

Dave Clark

Marquette University Economist and WRA Consultant

MORTGAGE RATES AND AFFORDABILITY



“Mortgage rates fell to record-low levels in December of last year, and while they increased slightly in 2021, they remained very low by historical standards, which has helped keep Wisconsin housing affordable. We do expect these rates to rise next year, so this is a good time to work with a REALTOR® who is experienced to take advantage of this very favorable mortgage environment.”

Michael Theo

President & CEO, Wisconsin REALTORS® Association



Summary of Wisconsin Housing Statistics						
	Monthly			Year-to-Date		
	Nov 2021	Nov 2020	% Change	Nov 2021	Nov 2020	% Change
Unit Sales	7,714	7,774	-0.8%	82,280	82,055	+0.3%
Median Price	\$240,000	\$223,000	+7.6%	\$241,000	\$220,000	+9.5%
New Listings	5,456	5,563	-1.9%	x	X	x
Total Listings	20,036	21,546	-7.0%	x	X	x
Months of Inventory	2.7	3.0	-10.0%	x	X	x
Average Days on Market	71	81	-12.3%	x	x	x
WI Housing Affordability Index	192	212	-9.4%	x	x	x

Housing Price Range Statistics					
Price Range	Total Nov 2021 Listings	Average Days on Market (Dec 2020 - Nov 2021)	Total Sold (Dec 2020 - Nov 2021)	Total Volume Sold (Dec 2020 - Nov 2021)	Months of Inventory (Dec 2020 - Nov 2021)
\$0-\$124,999	2,714	131	11,778	\$1,047,435,048	2.8
\$125,000 - \$199,999	4,829	86	24,676	\$4,260,596,348	2.3
\$200,000 – \$349,999	6,423	90	32,200	\$8,865,861,927	2.4
\$350,000 - \$499,999	3,444	109	13,299	\$5,554,388,607	3.1
\$500,000 and higher	2,626	146	7,598	\$5,840,067,296	4.1

Inventory by Urban Classification		
County type	Nov 2021	Nov 2020
Metropolitan Counties Combined	2.5	2.7
Micropolitan Counties Combined	2.8	3.2
Rural Counties Combined	3.2	4.1
All Wisconsin Counties	2.7	3.0

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: November 2021 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
Central	Adams	179,000	160,750	+11.4%	53	48	+10.4%	3.3	3.2	+3.1%	89	90	-1.1%
	Clark	129,500	110,000	+17.7%	42	19	+121.1%	3.3	4.8	-31.3%	81	97	-16.5%
	Juneau	140,800	162,450	-13.3%	40	42	-4.8%	4.2	4.4	-4.5%	93	134	-30.6%
	Marathon	200,000	179,000	+11.7%	173	163	+6.1%	2.3	3.0	-23.3%	68	81	-16.0%
	Marquette	246,500	151,000	+63.2%	28	23	+21.7%	3.7	3.4	+8.8%	77	93	-17.2%
	Portage	189,000	195,950	-3.5%	61	52	+17.3%	3.0	2.9	+3.4%	62	89	-30.3%
	Waushara	207,500	160,000	+29.7%	44	33	+33.3%	3.0	2.3	+30.4%	65	104	-37.5%
	Wood	135,000	134,000	+0.7%	113	88	+28.4%	2.3	3.2	-28.1%	77	95	-18.9%
Central Regional Total		169,250	161,000	+5.1%	554	468	+18.4%	2.8	3.2	-12.5%	74	93	-20.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
North	Ashland	120,000	97,000	+23.7%	35	17	+105.9%	4.2	6.7	-37.3%	114	134	-14.9%
	Barron	213,500	180,150	+18.5%	92	85	+8.2%	2.7	3.4	-20.6%	114	98	+16.3%
	Bayfield	249,900	199,000	+25.6%	37	43	-14.0%	3.3	5.0	-34.0%	114	161	-29.2%
	Burnett	203,000	185,000	+9.7%	44	55	-20.0%	2.7	2.5	+8.0%	78	93	-16.1%
	Douglas	180,000	186,000	-3.2%	61	67	-9.0%	2.3	2.8	-17.9%	75	90	-16.7%
	Florence	NA	NA	NA	NA	6	-100.0%	4.2	4.0	+5.0%	NA	112	-100.0%
	Forest	NA	132,450	NA	9	12	-25.0%	3.7	6.5	-43.1%	69	85	-18.8%
	Iron	214,500	218,950	-2.0%	15	16	-6.3%	3.0	7.2	-58.3%	96	189	-49.2%
	Langlade	124,900	136,000	-8.2%	31	47	-34.0%	3.0	4.1	-26.8%	75	102	-26.5%
	Lincoln	174,950	138,000	+26.8%	38	37	+2.7%	3.1	4.0	-22.5%	76	99	-23.2%
	Oneida	282,250	232,000	+21.7%	74	79	-6.3%	2.6	3.9	-33.3%	79	96	-17.7%
	Polk	230,500	205,000	+12.4%	60	87	-31.0%	2.8	3.3	-15.2%	80	86	-7.0%
	Price	194,900	170,000	+14.6%	29	30	-3.3%	3.2	7.3	-56.2%	90	245	-63.3%
	Rusk	150,000	142,000	+5.6%	21	23	-8.7%	3.2	3.7	-13.5%	77	65	+18.5%
	Sawyer	244,950	340,000	-28.0%	44	61	-27.9%	3.6	4.3	-16.3%	108	179	-39.7%
Taylor	165,000	137,000	+20.4%	31	19	+63.2%	3.2	3.9	-17.9%	91	112	-18.8%	
Vilas	265,000	210,000	+26.2%	53	88	-39.8%	3.3	4.4	-25.0%	73	150	-51.3%	
Washburn	229,450	222,000	+3.4%	36	46	-21.7%	3.3	3.6	-8.3%	86	116	-25.9%	
North Regional Total		215,000	190,000	+13.2%	710	818	-13.2%	3.0	4.0	-25.0%	89	119	-25.2%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
Northeast	Brown	250,000	215,500	+16.0%	325	325	0.0%	2.3	2.4	-4.2%	60	65	-7.7%
	Calumet	275,000	211,250	+30.2%	73	50	+46.0%	2.6	2.4	+8.3%	60	64	-6.3%
	Door	430,000	250,450	+71.7%	86	88	-2.3%	3.7	4.9	-24.5%	105	144	-27.1%
	Fond du Lac	195,000	150,000	+30.0%	151	134	+12.7%	2.8	2.9	-3.4%	70	77	-9.1%
	Green Lake	176,000	220,500	-20.2%	25	26	-3.8%	3.2	5.3	-39.6%	69	82	-15.9%
	Kewaunee	210,000	157,500	+33.3%	45	20	+125.0%	3.3	4.6	-28.3%	133	120	+10.8%
	Manitowoc	155,000	142,000	+9.2%	99	107	-7.5%	2.4	2.4	0.0%	75	69	+8.7%
	Marinette	140,000	125,000	+12.0%	74	61	+21.3%	3.1	3.8	-18.4%	114	76	+50.0%
	Menominee	NA	NA	NA	2	2	0.0%	4.2	0.8	+425.0%	37	154	-76.0%
	Oconto	233,450	129,750	+79.9%	60	54	+11.1%	2.8	3.0	-6.7%	88	93	-5.4%
	Outagamie	232,500	209,000	+11.2%	212	253	-16.2%	2.5	2.2	+13.6%	63	63	0.0%
	Shawano	151,000	166,950	-9.6%	44	48	-8.3%	2.6	2.4	+8.3%	61	94	-35.1%
	Waupaca	188,450	164,800	+14.4%	58	67	-13.4%	3.2	3.6	-11.1%	67	79	-15.2%
	Winnebago	181,000	179,000	+1.1%	204	211	-3.3%	2.4	2.4	0.0%	63	69	-8.7%
Northeast Regional Total		215,000	180,500	+19.1%	1,458	1,446	+0.8%	2.7	2.8	-3.6%	72	76	-5.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
South Central	Columbia	246,000	230,000	+7.0%	57	75	-24.0%	2.5	2.8	-10.7%	71	81	-12.3%
	Crawford	138,500	108,000	+28.2%	11	15	-26.7%	4.1	3.8	+7.9%	60	110	-45.5%
	Dane	349,500	319,750	+9.3%	671	750	-10.5%	2.3	2.6	-11.5%	73	83	-12.0%
	Dodge	214,000	175,000	+22.3%	101	90	+12.2%	2.8	2.7	+3.7%	71	77	-7.8%
	Grant	169,900	174,900	-2.9%	43	35	+22.9%	3.9	3.9	0.0%	88	96	-8.3%
	Green	244,000	215,000	+13.5%	48	42	+14.3%	2.8	2.7	+3.7%	70	76	-7.9%
	Iowa	220,000	162,500	+35.4%	28	16	+75.0%	3.5	4.1	-14.6%	76	121	-37.2%
	Jefferson	274,000	276,000	-0.7%	159	123	+29.3%	2.7	3.0	-10.0%	69	95	-27.4%
	Lafayette	162,325	NA	NA	18	7	+157.1%	3.0	4.2	-28.6%	62	154	-59.7%
	Richland	214,000	200,000	+7.0%	24	16	+50.0%	4.2	3.8	+10.5%	72	100	-28.0%
	Rock	199,950	181,850	+10.0%	232	236	-1.7%	2.5	2.8	-10.7%	62	74	-16.2%
	Sauk	255,000	231,000	+10.4%	80	80	0.0%	2.5	3.3	-24.2%	71	93	-23.7%
South Central Regional Total		289,900	266,000	+9.0%	1,472	1,485	-0.9%	2.5	2.8	-10.7%	71	84	-15.5%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
Southeast	Kenosha	245,000	206,000	+18.9%	241	222	+8.6%	2.5	2.9	-13.8%	63	66	-4.5%
	Milwaukee	206,600	188,000	+9.9%	1,089	1,085	+0.4%	2.9	2.8	+3.6%	62	66	-6.1%
	Ozaukee	375,000	330,000	+13.6%	123	137	-10.2%	2.7	2.9	-6.9%	69	79	-12.7%
	Racine	216,250	210,000	+3.0%	310	288	+7.6%	2.7	2.7	0.0%	59	67	-11.9%
	Sheboygan	199,000	182,875	+8.8%	151	140	+7.9%	2.5	2.9	-13.8%	65	66	-1.5%
	Walworth	297,000	274,950	+8.0%	150	192	-21.9%	3.1	3.6	-13.9%	88	85	+3.5%
	Washington	310,000	260,000	+19.2%	198	189	+4.8%	2.2	2.2	0.0%	66	63	+4.8%
	Waukesha	350,000	335,000	+4.5%	534	563	-5.2%	2.2	2.4	-8.3%	62	66	-6.1%
Southeast Regional Total		252,950	235,500	+7.4%	2,796	2,816	-0.7%	2.6	2.7	-3.7%	64	68	-5.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
West	Buffalo	167,250	182,250	-8.2%	12	14	-14.3%	3.2	4.1	-22.0%	85	128	-33.6%
	Chippewa	230,000	198,000	+16.2%	62	86	-27.9%	3.1	3.4	-8.8%	69	81	-14.8%
	Dunn	215,000	213,750	+0.6%	71	64	+10.9%	3.3	3.4	-2.9%	66	84	-21.4%
	Eau Claire	239,625	220,000	+8.9%	132	145	-9.0%	2.5	3.2	-21.9%	72	87	-17.2%
	Jackson	165,000	184,000	-10.3%	26	20	+30.0%	3.3	5.3	-37.7%	86	101	-14.9%
	La Crosse	235,400	215,000	+9.5%	152	141	+7.8%	2.3	2.2	+4.5%	61	69	-11.6%
	Monroe	193,750	156,000	+24.2%	42	55	-23.6%	2.7	3.1	-12.9%	81	92	-12.0%
	Pepin	NA	NA	NA	7	8	-12.5%	2.8	5.1	-45.1%	74	150	-50.7%
	Pierce	308,500	250,000	+23.4%	33	35	-5.7%	3.4	3.3	+3.0%	92	73	+26.0%
	St. Croix	290,000	279,950	+3.6%	114	102	+11.8%	2.5	2.8	-10.7%	66	74	-10.8%
	Trempealeau	164,500	153,400	+7.2%	40	27	+48.1%	3.7	4.4	-15.9%	85	68	+25.0%
	Vernon	189,000	209,950	-10.0%	33	44	-25.0%	3.0	3.8	-21.1%	82	88	-6.8%
West Regional Total		239,950	219,000	+9.6%	724	741	-2.3%	2.8	3.2	-12.5%	71	82	-13.4%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
240,000	223,000	+7.6%	7,714	7,774	-0.8%	71	81	-12.3%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
2.7	3.0	-10.0%	5,456	5,563	-1.9%	20,036	21,546	-7.0%

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	2,714	131	11,778	1,047,435,048	2.8
\$125,000 - \$199,999	4,829	86	24,676	4,260,596,348	2.3
\$200,000 - \$349,999	6,423	90	32,200	8,865,861,927	2.4
\$350,000 - \$499,999	3,444	109	13,299	5,554,388,607	3.1
\$500,000+	2,626	146	7,598	5,840,067,296	4.1

Months of Inventory by Broad Urban-Rural Classification

Category	November 2021	November 2020
Metropolitan Counties Combined	2.5	2.7
Micropolitan Counties Combined	2.8	3.2
Rural Counties Combined	3.2	4.1
State Total	2.7	3.0



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

Region	County	YTD Median Price			YTD Sales		
		Through 11/2021	Through 11/2020	% Change	Through 11/2021	Through 11/2020	% Change
Central	Adams	184,000	158,000	+16.5%	597	619	-3.6%
	Clark	137,500	121,250	+13.4%	347	292	+18.8%
	Juneau	169,900	154,700	+9.8%	385	414	-7.0%
	Marathon	196,000	182,500	+7.4%	1,729	1,748	-1.1%
	Marquette	199,500	162,500	+22.8%	258	255	+1.2%
	Portage	218,000	200,000	+9.0%	741	735	+0.8%
	Waushara	197,500	157,000	+25.8%	347	419	-17.2%
	Wood	150,000	135,000	+11.1%	1,015	879	+15.5%
Central Regional Total		180,000	165,000	+9.1%	5,419	5,361	+1.1%

Region	County	YTD Median Price			YTD Sales		
		Through 11/2021	Through 11/2020	% Change	Through 11/2021	Through 11/2020	% Change
North	Ashland	134,750	125,000	+7.8%	296	253	+17.0%
	Barron	197,700	183,000	+8.0%	945	928	+1.8%
	Bayfield	240,000	190,000	+26.3%	348	386	-9.8%
	Burnett	240,100	205,500	+16.8%	527	632	-16.6%
	Douglas	180,250	165,000	+9.2%	601	629	-4.5%
	Florence	175,000	160,000	+9.4%	19	28	-32.1%
	Forest	175,000	139,900	+25.1%	176	161	+9.3%
	Iron	214,500	207,500	+3.4%	143	130	+10.0%
	Langlade	130,000	119,500	+8.8%	454	412	+10.2%
	Lincoln	165,000	135,000	+22.2%	458	511	-10.4%
	Oneida	241,000	217,125	+11.0%	881	938	-6.1%
	Polk	239,000	205,000	+16.6%	782	805	-2.9%
	Price	140,000	135,000	+3.7%	472	382	+23.6%
	Rusk	175,000	141,000	+24.1%	207	225	-8.0%
	Sawyer	240,000	265,000	-9.4%	471	620	-24.0%
	Taylor	159,900	135,000	+18.4%	201	215	-6.5%
	Vilas	290,000	260,000	+11.5%	687	799	-14.0%
Washburn	223,000	220,000	+1.4%	407	515	-21.0%	
North Regional Total		205,000	182,500	+12.3%	8,075	8,569	-5.8%

Region	County	YTD Median Price			YTD Sales		
		Through 11/2021	Through 11/2020	% Change	Through 11/2021	Through 11/2020	% Change
Northeast	Brown	246,900	221,000	+11.7%	3,337	3,474	-3.9%
	Calumet	263,000	216,500	+21.5%	677	678	-0.1%
	Door	308,000	275,000	+12.0%	794	786	+1.0%
	Fond du Lac	179,950	157,500	+14.3%	1,330	1,347	-1.3%
	Green Lake	199,200	172,000	+15.8%	292	293	-0.3%
	Kewaunee	180,000	164,500	+9.4%	272	260	+4.6%
	Manitowoc	157,000	135,000	+16.3%	1,061	1,059	+0.2%
	Marinette	146,900	130,000	+13.0%	723	680	+6.3%
	Menominee	333,500	288,000	+15.8%	24	31	-22.6%
	Oconto	191,000	147,000	+29.9%	641	664	-3.5%
	Outagamie	233,900	209,000	+11.9%	2,369	2,434	-2.7%
	Shawano	160,000	143,800	+11.3%	495	509	-2.8%
	Waupaca	174,000	161,000	+8.1%	673	648	+3.9%
	Winnebago	190,000	174,100	+9.1%	2,175	2,216	-1.9%
Northeast Regional Total		210,000	185,000	+13.5%	14,863	15,079	-1.4%

Region	County	YTD Median Price			YTD Sales		
		Through 11/2021	Through 11/2020	% Change	Through 11/2021	Through 11/2020	% Change
South Central	Columbia	235,725	225,000	+4.8%	774	806	-4.0%
	Crawford	161,500	137,000	+17.9%	169	202	-16.3%
	Dane	350,000	315,000	+11.1%	8,121	8,185	-0.8%
	Dodge	210,000	180,000	+16.7%	1,079	1,079	0.0%
	Grant	160,000	143,000	+11.9%	443	444	-0.2%
	Green	230,000	209,000	+10.0%	439	436	+0.7%
	Iowa	222,000	214,900	+3.3%	255	247	+3.2%
	Jefferson	274,450	245,000	+12.0%	1,308	1,251	+4.6%
	Lafayette	159,325	150,250	+6.0%	162	148	+9.5%
	Richland	165,000	161,000	+2.5%	162	144	+12.5%
	Rock	197,993	183,000	+8.2%	2,444	2,283	+7.1%
	Sauk	241,750	226,000	+7.0%	922	943	-2.2%
South Central Regional Total		289,900	260,000	+11.5%	16,278	16,168	+0.7%

Region	County	YTD Median Price			YTD Sales		
		Through 11/2021	Through 11/2020	% Change	Through 11/2021	Through 11/2020	% Change
Southeast	Kenosha	235,000	210,900	+11.4%	2,391	2,295	+4.2%
	Milwaukee	210,000	188,000	+11.7%	12,391	11,228	+10.4%
	Ozaukee	377,900	335,000	+12.8%	1,297	1,396	-7.1%
	Racine	212,000	200,551	+5.7%	3,021	2,853	+5.9%
	Sheboygan	189,900	180,000	+5.5%	1,468	1,421	+3.3%
	Walworth	285,000	259,000	+10.0%	1,874	1,968	-4.8%
	Washington	308,750	275,000	+12.3%	2,054	2,028	+1.3%
	Waukesha	367,000	337,000	+8.9%	5,784	6,009	-3.7%
Southeast Regional Total		251,000	235,000	+6.8%	30,280	29,198	+3.7%

Region	County	YTD Median Price			YTD Sales		
		Through 11/2021	Through 11/2020	% Change	Through 11/2021	Through 11/2020	% Change
West	Buffalo	172,250	148,000	+16.4%	144	149	-3.4%
	Chippewa	239,900	211,000	+13.7%	778	929	-16.3%
	Dunn	230,000	195,000	+17.9%	549	661	-16.9%
	Eau Claire	241,000	212,000	+13.7%	1,457	1,427	+2.1%
	Jackson	159,900	145,000	+10.3%	246	198	+24.2%
	La Crosse	235,000	216,900	+8.3%	1,441	1,501	-4.0%
	Monroe	190,000	175,500	+8.3%	544	563	-3.4%
	Pepin	199,900	150,000	+33.3%	81	111	-27.0%
	Pierce	285,350	250,000	+14.1%	388	381	+1.8%
	St. Croix	312,000	280,000	+11.4%	1,129	1,158	-2.5%
	Trempealeau	185,250	169,200	+9.5%	316	292	+8.2%
	Vernon	179,900	184,300	-2.4%	292	310	-5.8%
West Regional Total		240,000	215,000	+11.6%	7,365	7,680	-4.1%

YTD Statewide Median Price		
Through 11/2021	Through 11/2020	% Change
241,000	220,000	+9.5%

YTD Statewide Sales		
Through 11/2021	Through 11/2020	% Change
82,280	82,055	+0.3%