

December 2021 WI Real Estate Report

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



MONTHLY HOME SALES



December 2021

7,301

HOMES SOLD

December 2020

7,272

HOMES SOLD

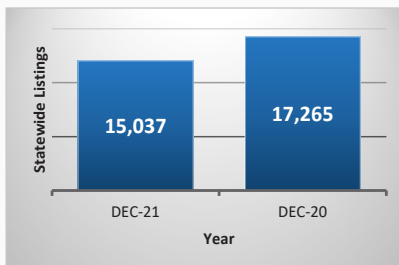
from last year



0.4%



TOTAL STATEWIDE LISTINGS



December 2021

15,037

ACTIVE LISTINGS

December 2020

17,265

ACTIVE LISTINGS

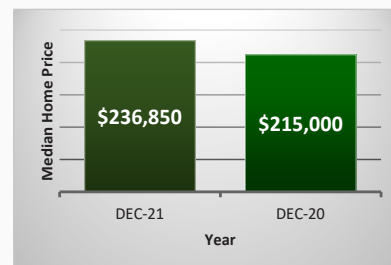
from last year



-12.9%



MEDIAN HOME PRICE



December 2021

236,850

AVG HOME PRICE IN WI

December 2020

215,000

AVG HOME PRICE IN WI

from last year



10.2%



MONTHS OF INVENTORY



December 2021

2.00

MONTHS

December 2020

2.30

MONTHS

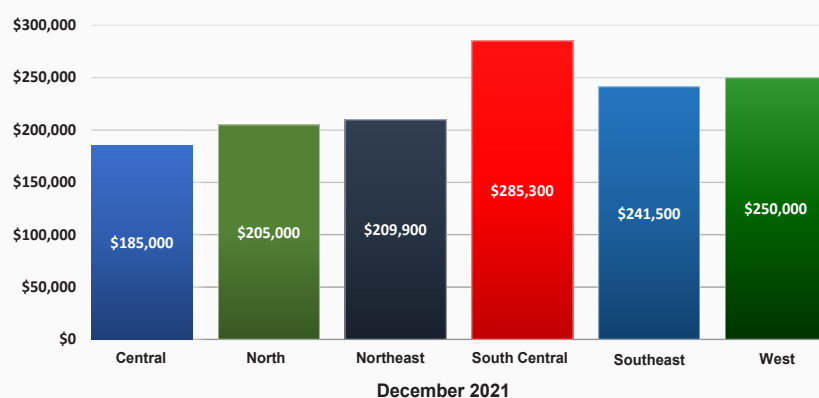
from last year



-13.0%



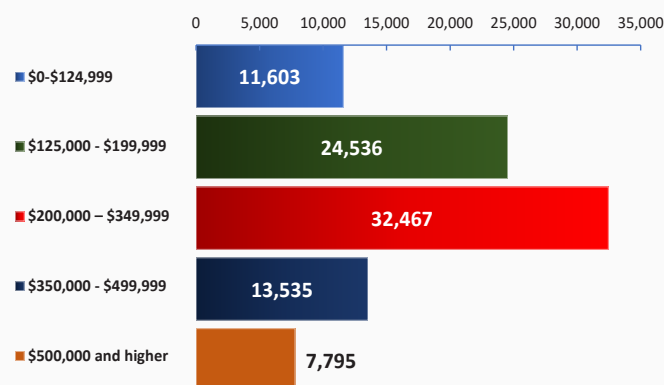
MEDIAN PRICES BY REGION



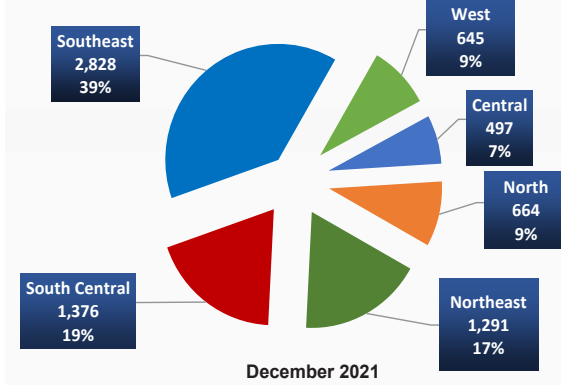
December 2021



HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION



December 2021

MORTGAGE INTEREST RATES



December 2021
3.10%
AVG 30 YR. FIXED

December 2020
2.66%
AVG 30 YR. FIXED

from last year **↑ 16.5%**

YEAR-TO-DATE HOME SALES

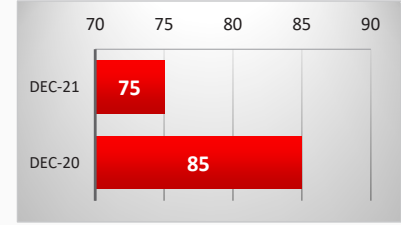


Year-to-Date 2021
89,936
HOMES SOLD THRU 12/21

Year-to-Date 2020
89,328
HOMES SOLD THRU 12/20

from last year **↑ 0.7%**

AVG DAYS ON MARKET



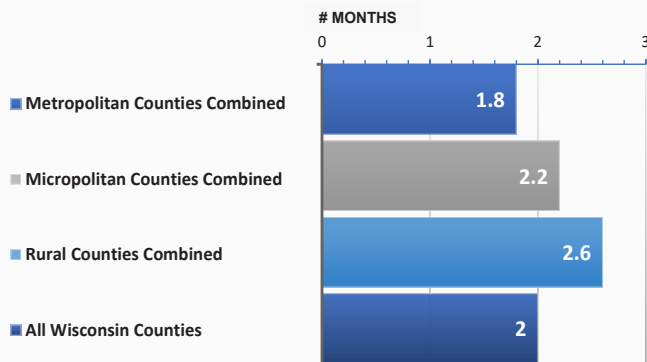
December 2021
75
ACTIVE LISTINGS

December 2020
85
ACTIVE LISTINGS

from last year **↓ -11.8%**

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

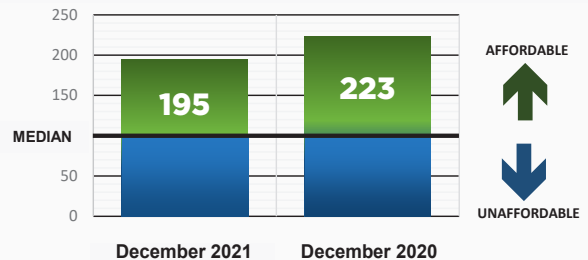
MONTHS OF INVENTORY BY URBAN CLASSIFICATION



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 12.60% from Dec. 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.



DECEMBER 2021 TALKING POINTS

- Strong sales in December propelled the 2021 existing home market to a new record high for annual home sales. December home sales rose 0.4% over sales in December 2020, and this pushed total closings for 2021 to 89,328, which is 0.7% higher than the previous record established in 2020.
- The December median price was \$236,850, which is 10.2% higher than the price 12 months earlier. On an annual basis, the median price for all of 2021 was \$240,000, which is \$20,000, or 9.1%, higher than the 2020 median price.
- Half of the regions saw annual home sales increase, with closings up 4.4% in the Southeast region, sales up 2.2% in the Central region and closed sales up 0.7% in the South Central region. The remaining regions had lower sales in 2021 compared to 2020, with the Northeast region falling 1%, the West slipping 3.8%, and the rural North region dropping 6%. The strength of the heavily urbanized Southeast region, especially Milwaukee County, led to our record sales in 2021.
- The state inventory continued to fall. New listings dropped 15.4%, which pushed total listings to just 15,037 in December, a 12.9% slide from 12 months earlier.
- Months of inventory dropped to just two months of supply statewide in December, indicating a very strong seller's market. Especially tight were the metropolitan markets, which had just 1.8 months of supply in December. Reviewing inventory by price range in 2021, the lowest inventory was seen in homes priced between \$125,000 and \$349,999, with just 1.7 months of available supply. This is well below the six-month benchmark that indicates a balanced market.
- Mortgage rates have started to inch up, with the 30-year fixed-rate mortgage increasing from the record low of 2.68% in December 2020 to 3.10% in December 2021. With median prices rising 10.2% over that same 12-month period and median family income projected to be up only 0.8%, affordability slid 12.6% between December 2020 and December 2021. Still, a creditworthy buyer with median family income, a 20% down payment and a 30-year fixed-rate mortgage financing the remaining balance was qualified to buy 195% of the median-priced home in December.

FINDING OPPORTUNITIES IN A TIGHT HOUSING MARKET



"Setting a new record for sales is remarkable. That we have been able to do this even as inventories tightened throughout 2021 is a true testament to the persistence of buyers and the hard work of REALTORS® to find buying opportunities, even in a strong seller's market."

Brad Lois

2022 Chairman of the Board of Directors, Wisconsin REALTORS® Association

THE FED IS NOW FOCUSED ON INFLATION



"The annual inflation rate increased to 7% in December, the highest rate since 1982. The Fed has signaled it will start raising short-term interest rates this year to reduce inflationary pressures. Although mortgage rates increased in 2021 and will likely continue to rise in 2022, keeping inflationary expectations in check will reduce the likelihood of significant spikes in mortgage rates this year."

Dave Clark

Marquette University Economist and WRA Consultant

INVENTORIES AND PRICE PRESSURE



"We sold more than twice as many homes as came on the market in December, which is why home prices increased by just over 10% since December of last year. However, there have been signs that home price appreciation has begun to moderate in recent months, which is welcome news for buyers looking to buy in 2022."

Michael Theo

President & CEO, Wisconsin REALTORS® Association

Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	Dec 2021	Dec 2020	% Change	Dec 2021	Dec 2020	% Change
Unit Sales	7,301	7,272	+0.4%	89,936	89,328	+0.7%
Median Price	\$236,850	\$215,000	+10.2%	\$240,000	\$220,000	+9.1%
New Listings	3,594	4,249	-15.4%	x	X	x
Total Listings	15,037	17,265	-12.9%	x	X	x
Months of Inventory	2.0	2.3	-13.0%	x	X	x
Average Days on Market	75	85	-11.8%	x	x	x
WI Housing Affordability Index	195	223	-12.6%	x	x	x

Housing Price Range Statistics

Price Range	Total Dec 2021 Listings	Average Days on Market (Jan 2021 - Dec 2021)	Total Sold (Jan 2021 - Dec 2021)	Total Volume Sold (Jan 2021 - Dec 2021)	Months of Inventory (Jan 2021 - Dec 2021)
\$0-\$124,999	2,046	151	11,603	\$1,034,813,942	2.1
\$125,000 - \$199,999	3,511	103	24,536	\$4,240,676,991	1.7
\$200,000 - \$349,999	4,722	113	32,467	\$8,945,765,301	1.7
\$350,000 - \$499,999	2,693	133	13,535	\$5,657,231,911	2.4
\$500,000 and higher	2,065	177	7,795	\$5,980,127,719	3.2

Inventory by Urban Classification

County type	Dec 2021	Dec 2020
Metropolitan Counties Combined	1.8	2.1
Micropolitan Counties Combined	2.2	2.5
Rural Counties Combined	2.6	3.3
All Wisconsin Counties	2.0	2.3

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: December 2021 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
Central	Adams	205,000	220,000	-6.8%	54	35	+54.3%	2.7	2.9	-6.9%	112	82	+36.6%
	Clark	128,000	109,500	+16.9%	27	26	+3.8%	2.8	4.2	-33.3%	106	133	-20.3%
	Juneau	168,000	152,200	+10.4%	39	46	-15.2%	3.5	3.6	-2.8%	85	167	-49.1%
	Marathon	186,650	184,900	+0.9%	136	147	-7.5%	1.7	2.5	-32.0%	68	80	-15.0%
	Marquette	200,000	195,000	+2.6%	27	19	+42.1%	2.9	3.0	-3.3%	81	184	-56.0%
	Portage	232,500	198,750	+17.0%	91	64	+42.2%	2.0	2.2	-9.1%	66	78	-15.4%
	Waushara	181,000	145,000	+24.8%	37	27	+37.0%	2.1	1.9	+10.5%	75	132	-43.2%
	Wood	146,450	119,900	+22.1%	86	71	+21.1%	1.9	2.6	-26.9%	80	83	-3.6%
Central Regional Total		185,000	165,000	+12.1%	497	435	+14.3%	2.2	2.7	-18.5%	79	100	-21.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
North	Ashland	95,000	112,450	-15.5%	24	22	+9.1%	3.2	5.4	-40.7%	87	218	-60.1%
	Barron	197,000	158,950	+23.9%	81	82	-1.2%	2.0	2.5	-20.0%	76	90	-15.6%
	Bayfield	252,500	185,000	+36.5%	22	27	-18.5%	2.6	4.2	-38.1%	113	142	-20.4%
	Burnett	175,000	185,450	-5.6%	41	48	-14.6%	2.3	1.9	+21.1%	73	80	-8.8%
	Douglas	175,000	155,000	+12.9%	45	51	-11.8%	1.9	2.1	-9.5%	67	74	-9.5%
	Florence	NA	NA	NA	2	1	+100.0%	4.9	4.6	+6.5%	65	283	-77.0%
	Forest	NA	112,500	NA	8	21	-61.9%	3.5	4.6	-23.9%	120	223	-46.2%
	Iron	158,000	156,500	+1.0%	11	17	-35.3%	3.0	5.3	-43.4%	124	219	-43.4%
	Langlade	149,900	90,000	+66.6%	23	33	-30.3%	2.6	3.6	-27.8%	77	71	+8.5%
	Lincoln	192,450	157,700	+22.0%	50	50	0.0%	2.3	3.1	-25.8%	72	98	-26.5%
	Oneida	245,000	222,500	+10.1%	67	90	-25.6%	2.0	3.1	-35.5%	82	94	-12.8%
	Polk	203,000	200,000	+1.5%	76	66	+15.2%	2.1	2.6	-19.2%	86	67	+28.4%
	Price	85,000	119,900	-29.1%	33	49	-32.7%	3.0	5.6	-46.4%	158	178	-11.2%
	Rusk	125,000	176,500	-29.2%	19	19	0.0%	2.4	2.9	-17.2%	78	104	-25.0%
	Sawyer	245,000	249,000	-1.6%	39	41	-4.9%	3.2	3.6	-11.1%	89	210	-57.6%
	Taylor	184,500	144,000	+28.1%	17	24	-29.2%	2.9	2.7	+7.4%	57	113	-49.6%
	Vilas	259,950	231,000	+12.5%	66	86	-23.3%	2.6	3.1	-16.1%	95	156	-39.1%
	Washburn	207,500	247,785	-16.3%	40	32	+25.0%	2.1	3.0	-30.0%	119	82	+45.1%
North Regional Total		205,000	176,000	+16.5%	664	759	-12.5%	2.4	3.2	-25.0%	88	119	-26.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
Northeast	Brown	230,000	210,000	+9.5%	246	296	-16.9%	1.8	1.8	0.0%	70	69	+1.4%
	Calumet	240,000	229,900	+4.4%	61	49	+24.5%	1.8	2.0	-10.0%	80	68	+17.6%
	Door	383,500	290,700	+31.9%	65	66	-1.5%	3.2	4.3	-25.6%	150	219	-31.5%
	Fond du Lac	180,000	183,000	-1.6%	130	111	+17.1%	2.1	2.5	-16.0%	63	86	-26.7%
	Green Lake	270,000	178,500	+51.3%	21	31	-32.3%	2.8	4.0	-30.0%	87	157	-44.6%
	Kewaunee	179,900	165,000	+9.0%	17	34	-50.0%	3.1	3.3	-6.1%	61	82	-25.6%
	Manitowoc	159,900	133,750	+19.6%	93	100	-7.0%	2.0	1.8	+11.1%	63	90	-30.0%
	Marinette	160,950	117,000	+37.6%	80	64	+25.0%	1.9	2.9	-34.5%	75	90	-16.7%
	Menominee	NA	NA	NA	2	1	+100.0%	2.3	0.4	+475.0%	45	104	-56.7%
	Oconto	235,000	165,000	+42.4%	53	51	+3.9%	2.0	2.4	-16.7%	71	91	-22.0%
	Outagamie	237,450	195,000	+21.8%	234	219	+6.8%	1.6	1.7	-5.9%	61	63	-3.2%
	Shawano	143,000	133,000	+7.5%	35	39	-10.3%	2.2	2.2	0.0%	77	92	-16.3%
	Waupaca	175,000	159,700	+9.6%	67	58	+15.5%	2.3	3.1	-25.8%	96	97	-1.0%
	Winnebago	187,000	175,000	+6.9%	187	189	-1.1%	1.9	1.9	0.0%	70	70	0.0%
	Northeast Regional Total	209,900	185,000	+13.5%	1,291	1,308	-1.3%	2.0	2.2	-9.1%	74	85	-12.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
South Central	Columbia	257,000	222,250	+15.6%	62	70	-11.4%	1.9	2.1	-9.5%	88	79	+11.4%
	Crawford	211,200	240,000	-12.0%	10	14	-28.6%	3.9	3.5	+11.4%	68	203	-66.5%
	Dane	355,000	320,000	+10.9%	678	705	-3.8%	1.6	2.0	-20.0%	75	83	-9.6%
	Dodge	205,550	187,000	+9.9%	97	86	+12.8%	2.3	2.2	+4.5%	81	71	+14.1%
	Grant	120,000	154,250	-22.2%	43	36	+19.4%	3.1	3.5	-11.4%	85	116	-26.7%
	Green	220,000	211,000	+4.3%	41	40	+2.5%	2.0	2.3	-13.0%	79	70	+12.9%
	Iowa	195,000	219,000	-11.0%	28	31	-9.7%	2.8	2.9	-3.4%	77	105	-26.7%
	Jefferson	245,000	232,000	+5.6%	112	103	+8.7%	2.0	2.4	-16.7%	68	90	-24.4%
	Lafayette	NA	125,500	NA	9	10	-10.0%	2.5	3.9	-35.9%	104	176	-40.9%
	Richland	355,000	146,000	+143.2%	19	13	+46.2%	3.8	3.7	+2.7%	91	79	+15.2%
	Rock	219,000	197,500	+10.9%	195	230	-15.2%	2.2	2.1	+4.8%	77	74	+4.1%
	Sauk	244,200	225,000	+8.5%	82	99	-17.2%	2.0	2.6	-23.1%	88	85	+3.5%
	South Central Regional Total	285,300	262,000	+8.9%	1,376	1,437	-4.2%	2.0	2.2	-9.1%	78	84	-7.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
Southeast	Kenosha	219,900	217,500	+1.1%	223	218	+2.3%	1.8	2.1	-14.3%	65	73	-11.0%
	Milwaukee	193,400	180,050	+7.4%	1,184	1,092	+8.4%	1.9	2.1	-9.5%	68	68	0.0%
	Ozaukee	347,500	335,000	+3.7%	116	111	+4.5%	2.1	2.2	-4.5%	66	78	-15.4%
	Racine	196,000	189,900	+3.2%	309	249	+24.1%	1.9	2.2	-13.6%	66	75	-12.0%
	Sheboygan	205,500	189,356	+8.5%	144	133	+8.3%	1.9	2.3	-17.4%	70	79	-11.4%
	Walworth	310,000	264,000	+17.4%	173	175	-1.1%	2.4	2.8	-14.3%	82	93	-11.8%
	Washington	310,000	268,250	+15.6%	166	178	-6.7%	1.7	1.8	-5.6%	66	68	-2.9%
	Waukesha	369,900	341,000	+8.5%	513	487	+5.3%	1.5	1.7	-11.8%	69	70	-1.4%
Southeast Regional Total		241,500	220,000	+9.8%	2,828	2,643	+7.0%	1.9	2.1	-9.5%	69	72	-4.2%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
West	Buffalo	210,000	104,250	+101.4%	13	12	+8.3%	2.8	3.5	-20.0%	94	62	+51.6%
	Chippewa	232,000	172,500	+34.5%	64	85	-24.7%	2.5	2.6	-3.8%	81	85	-4.7%
	Dunn	233,500	225,000	+3.8%	64	62	+3.2%	2.4	2.5	-4.0%	84	103	-18.4%
	Eau Claire	245,000	224,500	+9.1%	117	115	+1.7%	2.1	2.6	-19.2%	80	80	0.0%
	Jackson	184,999	140,000	+32.1%	14	24	-41.7%	3.0	4.4	-31.8%	138	157	-12.1%
	La Crosse	240,000	211,000	+13.7%	139	133	+4.5%	1.7	1.5	+13.3%	65	92	-29.3%
	Monroe	195,000	165,000	+18.2%	40	51	-21.6%	2.2	2.2	0.0%	76	96	-20.8%
	Pepin	NA	180,000	NA	8	17	-52.9%	2.4	3.4	-29.4%	79	121	-34.7%
	Pierce	313,682	247,500	+26.7%	34	23	+47.8%	2.5	3.1	-19.4%	119	65	+83.1%
	St. Croix	330,000	290,000	+13.8%	83	107	-22.4%	2.0	2.2	-9.1%	71	88	-19.3%
	Trempealeau	283,000	179,450	+57.7%	38	32	+18.8%	2.5	3.0	-16.7%	97	82	+18.3%
	Vernon	198,500	205,000	-3.2%	31	29	+6.9%	2.2	3.1	-29.0%	98	110	-10.9%
West Regional Total		250,000	221,500	+12.9%	645	690	-6.5%	2.2	2.4	-8.3%	81	92	-12.0%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
236,850	215,000	+10.2%	7,301	7,272	+0.4%	75	85	-11.8%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
12/2021	12/2020	% Change	12/2021	12/2020	% Change	12/2021	12/2020	% Change
2.0	2.3	-13.0%	3,594	4,249	-15.4%	15,037	17,265	-12.9%

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	2,046	151	11,603	1,034,813,942	2.1
\$125,000 - \$199,999	3,511	103	24,536	4,240,676,991	1.7
\$200,000 - \$349,999	4,722	113	32,467	8,945,765,301	1.7
\$350,000 - \$499,999	2,693	133	13,535	5,657,231,911	2.4
\$500,000+	2,065	177	7,795	5,980,127,719	3.2

Months of Inventory by Broad Urban-Rural Classification		
Category	December 2021	December 2020
Metropolitan Counties Combined	1.8	2.1
Micropolitan Counties Combined	2.2	2.5
Rural Counties Combined	2.6	3.3
State Total	2.0	2.3



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 12/2021	Through 12/2020	% Change	Through 12/2021	Through 12/2020	% Change
Central	Adams	185,250	160,000	+15.8%	652	654	-0.3%
	Clark	137,500	119,950	+14.6%	375	318	+17.9%
	Juneau	168,950	154,250	+9.5%	424	460	-7.8%
	Marathon	195,000	182,500	+6.8%	1,868	1,895	-1.4%
	Marquette	200,000	163,250	+22.5%	287	274	+4.7%
	Portage	219,900	200,000	+10.0%	833	799	+4.3%
	Waushara	197,500	155,450	+27.1%	385	446	-13.7%
	Wood	150,000	134,200	+11.8%	1,100	950	+15.8%
Central Regional Total		181,000	165,000	+9.7%	5,924	5,796	+2.2%

Region	County	YTD Median Price			YTD Sales		
		Through 12/2021	Through 12/2020	% Change	Through 12/2021	Through 12/2020	% Change
North	Ashland	133,700	125,000	+7.0%	320	275	+16.4%
	Barron	197,700	182,000	+8.6%	1,028	1,010	+1.8%
	Bayfield	240,000	189,000	+27.0%	372	413	-9.9%
	Burnett	240,000	205,000	+17.1%	573	680	-15.7%
	Douglas	180,125	165,000	+9.2%	648	680	-4.7%
	Florence	165,000	160,000	+3.1%	22	29	-24.1%
	Forest	175,000	137,950	+26.9%	184	182	+1.1%
	Iron	212,250	199,900	+6.2%	154	147	+4.8%
	Langlade	130,000	117,500	+10.6%	477	445	+7.2%
	Lincoln	165,000	136,000	+21.3%	509	561	-9.3%
	Oneida	241,750	218,000	+10.9%	948	1,028	-7.8%
	Polk	235,000	205,000	+14.6%	861	871	-1.1%
	Price	139,900	132,000	+6.0%	506	431	+17.4%
	Rusk	173,500	142,000	+22.2%	226	244	-7.4%
	Sawyer	242,000	265,000	-8.7%	510	661	-22.8%
	Taylor	160,000	136,000	+17.6%	218	239	-8.8%
	Vilas	282,000	258,000	+9.3%	755	885	-14.7%
	Washburn	223,000	220,000	+1.4%	454	547	-17.0%
North Regional Total		205,000	182,050	+12.6%	8,765	9,328	-6.0%

Region	County	YTD Median Price			YTD Sales		
		Through 12/2021	Through 12/2020	% Change	Through 12/2021	Through 12/2020	% Change
Northeast	Brown	245,000	220,000	+11.4%	3,597	3,770	-4.6%
	Calumet	260,000	218,000	+19.3%	743	727	+2.2%
	Door	315,000	279,000	+12.9%	860	852	+0.9%
	Fond du Lac	180,000	159,000	+13.2%	1,466	1,458	+0.5%
	Green Lake	199,690	173,500	+15.1%	314	324	-3.1%
	Kewaunee	180,000	165,000	+9.1%	291	294	-1.0%
	Manitowoc	157,000	134,900	+16.4%	1,157	1,159	-0.2%
	Marinette	149,400	126,000	+18.6%	804	744	+8.1%
	Menominee	355,000	281,500	+26.1%	26	32	-18.8%
	Oconto	195,000	150,000	+30.0%	699	715	-2.2%
	Outagamie	233,900	207,500	+12.7%	2,615	2,653	-1.4%
	Shawano	159,900	142,000	+12.6%	533	548	-2.7%
	Waupaca	173,500	160,000	+8.4%	742	706	+5.1%
	Winnebago	190,000	174,900	+8.6%	2,376	2,405	-1.2%
	Northeast Regional Total	210,000	185,000	+13.5%	16,223	16,387	-1.0%

Region	County	YTD Median Price			YTD Sales		
		Through 12/2021	Through 12/2020	% Change	Through 12/2021	Through 12/2020	% Change
South Central	Columbia	236,000	225,000	+4.9%	844	876	-3.7%
	Crawford	165,000	143,450	+15.0%	180	216	-16.7%
	Dane	350,000	315,688	+10.9%	8,835	8,890	-0.6%
	Dodge	209,979	182,500	+15.1%	1,179	1,165	+1.2%
	Grant	155,000	144,750	+7.1%	487	480	+1.5%
	Green	230,000	210,000	+9.5%	482	476	+1.3%
	Iowa	220,000	214,950	+2.3%	283	278	+1.8%
	Jefferson	270,000	244,250	+10.5%	1,426	1,354	+5.3%
	Lafayette	160,000	150,000	+6.7%	174	158	+10.1%
	Richland	170,000	160,000	+6.3%	181	157	+15.3%
	Rock	199,900	185,000	+8.1%	2,656	2,513	+5.7%
	Sauk	242,000	226,000	+7.1%	1,009	1,042	-3.2%
	South Central Regional Total	289,000	260,000	+11.2%	17,736	17,605	+0.7%

Region	County	YTD Median Price			YTD Sales		
		Through 12/2021	Through 12/2020	% Change	Through 12/2021	Through 12/2020	% Change
Southeast	Kenosha	233,000	212,000	+9.9%	2,619	2,514	+4.2%
	Milwaukee	207,800	187,000	+11.1%	13,655	12,320	+10.8%
	Ozaukee	375,000	335,000	+11.9%	1,417	1,507	-6.0%
	Racine	210,000	200,000	+5.0%	3,337	3,102	+7.6%
	Sheboygan	190,000	180,000	+5.6%	1,615	1,554	+3.9%
	Walworth	285,501	259,000	+10.2%	2,055	2,143	-4.1%
	Washington	308,750	273,750	+12.8%	2,226	2,206	+0.9%
	Waukesha	367,000	337,500	+8.7%	6,309	6,496	-2.9%
Southeast Regional Total		250,000	235,000	+6.4%	33,233	31,842	+4.4%

Region	County	YTD Median Price			YTD Sales		
		Through 12/2021	Through 12/2020	% Change	Through 12/2021	Through 12/2020	% Change
West	Buffalo	175,000	147,500	+18.6%	159	161	-1.2%
	Chippewa	239,700	209,450	+14.4%	844	1,014	-16.8%
	Dunn	230,000	199,900	+15.1%	614	723	-15.1%
	Eau Claire	241,000	213,250	+13.0%	1,588	1,542	+3.0%
	Jackson	159,900	144,900	+10.4%	263	222	+18.5%
	La Crosse	235,000	215,750	+8.9%	1,596	1,634	-2.3%
	Monroe	190,000	175,000	+8.6%	586	614	-4.6%
	Pepin	195,000	152,500	+27.9%	89	128	-30.5%
	Pierce	286,000	249,950	+14.4%	422	404	+4.5%
	St. Croix	315,000	282,000	+11.7%	1,212	1,265	-4.2%
	Trempealeau	190,000	169,950	+11.8%	359	324	+10.8%
	Vernon	180,000	185,900	-3.2%	323	339	-4.7%
West Regional Total		241,000	216,000	+11.6%	8,055	8,370	-3.8%

YTD Statewide Median Price		
Through 12/2021	Through 12/2020	% Change
240,000	220,000	+9.1%

YTD Statewide Sales		
Through 12/2021	Through 12/2020	% Change
89,936	89,328	+0.7%