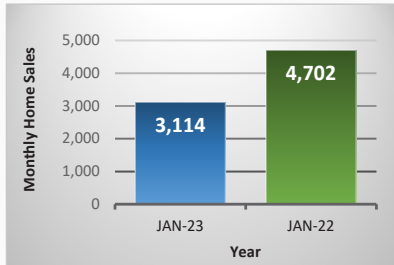


MONTHLY HOME SALES

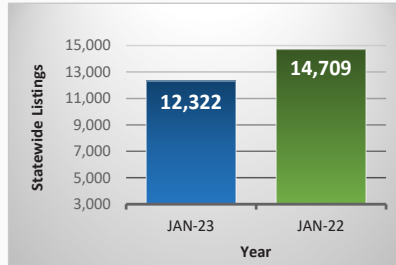


January 2023
3,114
HOMES SOLD

January 2022
4,702
HOMES SOLD

from last year **-33.8%**

TOTAL STATEWIDE LISTINGS

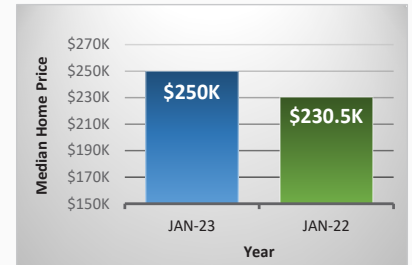


January 2023
12,322
ACTIVE LISTINGS

January 2022
14,709
ACTIVE LISTINGS

from last year **-16.2%**

MEDIAN HOME PRICE

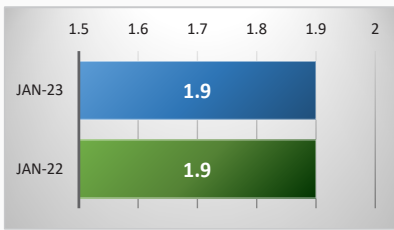


January 2023
\$250,000
MEDIAN PRICE IN WI

January 2022
\$230,450
MEDIAN PRICE IN WI

from last year **8.5%**

MONTHS OF INVENTORY

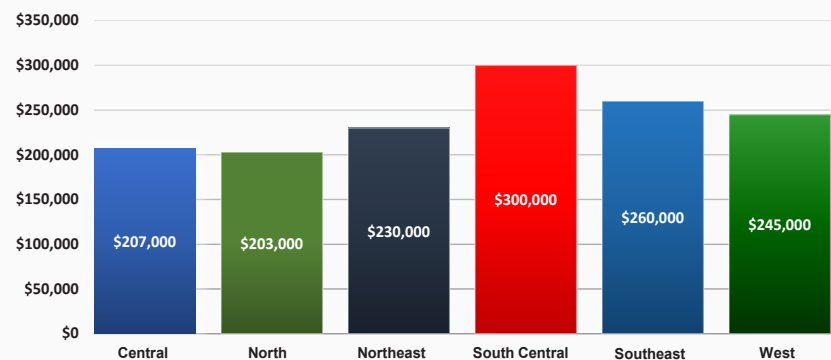


January 2023
1.90
MONTHS

January 2022
1.90
MONTHS

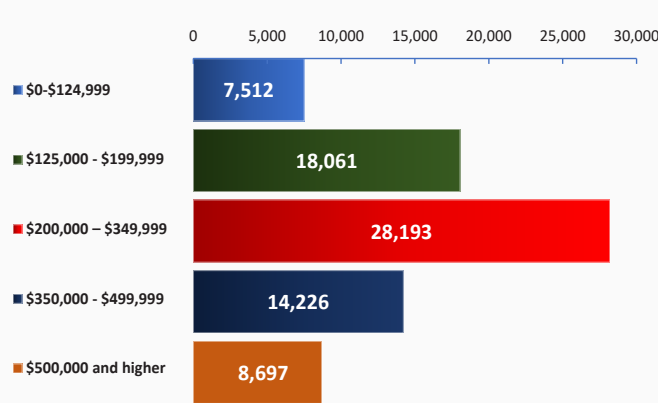
from last year **0%**

MEDIAN PRICES BY REGION



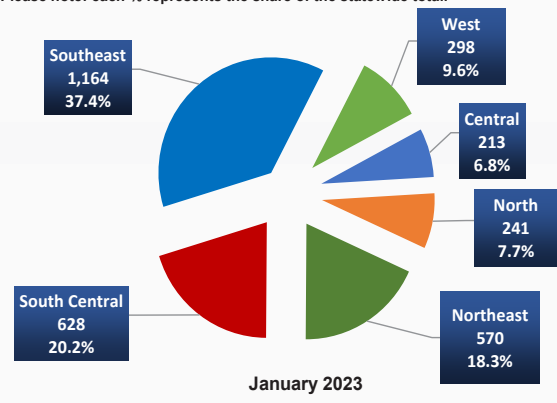
January 2023

HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



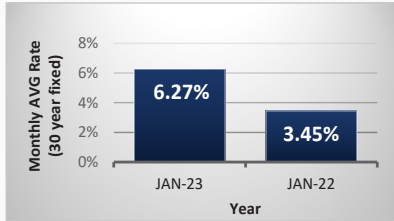
HOME SALES BY REGION

Please note: each % represents the share of the statewide total.



January 2023

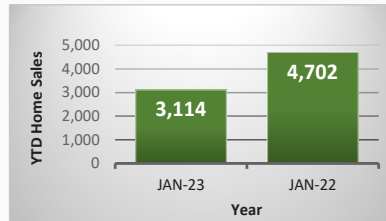
MORTGAGE INTEREST RATES



January 2023 **6.27%** AVG 30 YR. FIXED
 January 2022 **3.45%** AVG 30 YR. FIXED

from last year **↑ 81.7%**

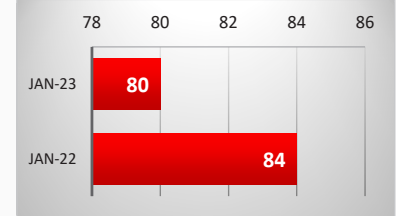
YEAR-TO-DATE HOME SALES



Year-to-Date 2022 **3,114** HOMES SOLD THRU 1/23
 Year-to-Date 2021 **4,702** HOMES SOLD THRU 1/22

from last year **↓ -33.8%**

AVG DAYS ON MARKET

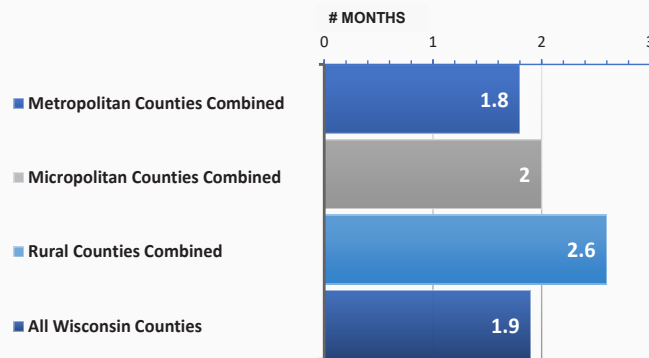


January 2023 **80** ACTIVE LISTINGS
 January 2022 **84** ACTIVE LISTINGS

from last year **↓ -4.8%**

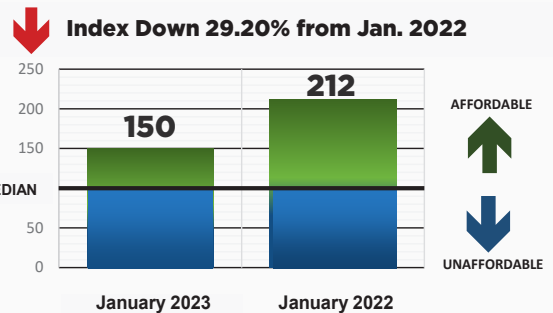
Data based on Freddie Mac, 30 year fixed-rate mortgage rates

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.



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.

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.

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.



TALKING POINTS

- Wisconsin existing home sales fell 33.8% in January 2023 relative to January 2022, and the median price of homes that closed in January rose 8.5% over that same 12-month period to \$250,000.
- The slide in January home sales continued a trend that first emerged in the fourth quarter of 2022. While home sales in the first nine months of 2022 fell 8.8% compared to the first nine months of 2021, they slid 30.1% in the fourth quarter of 2022 compared to that same quarter in 2021.
- Although mortgage rates have fallen from peak levels in October 2022 when they averaged 6.90%, they remained relatively high in January 2023 at 6.27%. Note that this compares to a rate that averaged just 3.45% in January 2022.
- Inventories remained very low, which kept upward pressure on home prices. At just 1.9 months of available supply, which is unchanged from a year earlier, the weak existing home market is still classified as a seller's market since it is well below the six-month benchmark that characterizes a market that is balanced. Larger metropolitan markets have the most sales activity and the most limited supply at just 1.8 months, but even the less densely populated rural areas have very weak supply at only 2.6 months.
- New listings are down 26.2% compared to January 2022, and total listings are 16.2% lower than their levels 12 months earlier.
- Affordability continues to be the primary reason that demand is so weak.
- The Wisconsin Housing Affordability Index measures the percent of the median-priced home that a household with median family income can purchase, assuming a 20% down payment, and a 30-year fixed-rate mortgage at current rates financing the remaining balance. The index fell from 212% in January 2022 to 150% in January 2023, a reduction of 29.2% over the last 12 months.

TIGHT INVENTORIES AND HIGH MORTGAGE RATES HURT AFFORDABILITY



"In late October, 30-year fixed mortgage rates hit a weekly average of just over 7%, so it's good to see them start coming down. However, we will need to see both lower mortgage rates and lower price pressure before there is appreciable improvement in housing affordability in the state."

Joe Horning

2023 Chairman of the Board of Directors, Wisconsin REALTORS® Association

FED LIKELY TO CONTINUE MODERATE RATE HIKES



"After starting the first half of 2022 with slight negative growth of real inflation-adjusted GDP, we saw a rebound in the second half of the year with real GDP growth at 3.2% in the third quarter, and preliminary estimates of 2.9% growth in the fourth quarter. Taming inflation is the Fed's number one priority, and it can now continue to make short-term interest rate hikes without fearing the economy will slip into recession. The Fed has signaled these hikes will likely be smaller than the very aggressive three-quarter-percent increases in the Federal Funds rate we saw in 2022."

Dave Clark

Marquette University Economist and WRA Consultant

INVENTORY WEAKNESS IS A STUBBORN PROBLEM



"We've been in a seller's market for nearly six years and a strong seller's market with less than four months of supply for the last three years. It's a complicated problem because there is still unmet demand from millennials and now Generation Z buyers, even with relatively high mortgage rates. Unfortunately, we will need to see the supply side improve before sales begin to recover."

Michael Theo

President & CEO, Wisconsin REALTORS® Association



Summary of Wisconsin Housing Statistics						
	Monthly			Year-to-Date		
	Jan 2023	Jan 2022	% Change	Jan 2023	Jan 2022	% Change
Unit Sales	3,114	4,702	-33.8%	3,114	4,702	-33.8%
Median Price	\$250,000	\$230,450	+8.5%	\$250,000	\$230,450	+8.5%
New Listings	3,896	5,280	-26.2%	X	X	X
Total Listings	12,322	14,709	-16.2%	X	X	X
Months of Inventory	1.9	1.9	0.0%	X	X	X
Average Days on Market	80	84	-4.8%	X	X	X
WI Housing Affordability Index	150	212	-29.2%	X	X	X

Housing Price Range Statistics					
Price Range	Total Jan 2023 Listings	Average Days on Market (Feb 2022 - Jan 2023)	Total Sold (Feb 2022 - Jan 2023)	Total Volume Sold (Feb 2022 - Jan 2023)	Months of Inventory (Feb 2022 - Jan 2023)
\$0-\$124,999	1,171	188	7,512	\$664,198,255	1.9
\$125,000 - \$199,999	2,208	138	18,061	\$3,066,037,632	1.5
\$200,000 – \$349,999	3,475	133	28,193	\$7,794,006,611	1.5
\$350,000 - \$499,999	2,759	158	14,226	\$5,966,687,748	2.3
\$500,000 and higher	2,709	170	8,697	\$6,765,008,059	3.7

Inventory by Urban Classification		
County type	Jan 2023	Jan 2022
Metropolitan Counties Combined	1.8	1.8
Micropolitan Counties Combined	2.0	2.0
Rural Counties Combined	2.6	2.4
All Wisconsin Counties	1.9	1.9

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: January 2023 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
Central	Adams	270,000	219,500	+23.0%	16	26	-38.5%	2.2	2.5	-12.0%	102	112	-8.9%
	Clark	132,500	162,450	-18.4%	17	24	-29.2%	2.7	2.5	+8.0%	85	96	-11.5%
	Juneau	199,500	153,000	+30.4%	14	25	-44.0%	3.1	3.3	-6.1%	85	94	-9.6%
	Marathon	225,000	179,950	+25.0%	59	84	-29.8%	1.4	1.7	-17.6%	67	97	-30.9%
	Marquette	215,000	220,000	-2.3%	11	15	-26.7%	3.8	2.6	+46.2%	83	80	+3.8%
	Portage	236,000	232,500	+1.5%	25	34	-26.5%	1.5	1.8	-16.7%	69	73	-5.5%
	Waushara	225,000	NA	NA	17	9	+88.9%	1.6	1.6	0.0%	86	89	-3.4%
	Wood	155,000	145,500	+6.5%	54	56	-3.6%	1.7	1.7	0.0%	89	86	+3.5%
Central Regional Total		207,000	180,250	+14.8%	213	273	-22.0%	1.9	2.0	-5.0%	80	92	-13.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
North	Ashland	NA	97,500	NA	6	12	-50.0%	3.3	2.8	+17.9%	125	129	-3.1%
	Barron	243,360	164,500	+47.9%	30	47	-36.2%	2.3	1.9	+21.1%	63	92	-31.5%
	Bayfield	NA	315,000	NA	5	11	-54.5%	3.2	2.5	+28.0%	156	119	+31.1%
	Burnett	145,000	235,000	-38.3%	11	27	-59.3%	2.0	1.7	+17.6%	67	89	-24.7%
	Douglas	NA	165,000	NA	8	31	-74.2%	1.6	1.4	+14.3%	82	65	+26.2%
	Florence	NA	NA	NA	1	2	-50.0%	3.4	3.5	-2.9%	111	18	+516.7%
	Forest	NA	NA	NA	4	9	-55.6%	3.6	3.3	+9.1%	126	155	-18.7%
	Iron	NA	260,000	NA	5	11	-54.5%	3.6	2.3	+56.5%	144	132	+9.1%
	Langlade	102,250	184,000	-44.4%	18	22	-18.2%	2.4	2.7	-11.1%	89	115	-22.6%
	Lincoln	185,500	135,950	+36.4%	32	26	+23.1%	1.8	2.4	-25.0%	115	71	+62.0%
	Oneida	274,450	210,000	+30.7%	34	51	-33.3%	2.2	1.9	+15.8%	104	129	-19.4%
	Polk	261,225	267,500	-2.3%	18	40	-55.0%	1.8	1.9	-5.3%	94	121	-22.3%
	Price	NA	156,000	NA	6	23	-73.9%	3.4	2.8	+21.4%	74	98	-24.5%
	Rusk	113,950	NA	NA	12	9	+33.3%	1.8	2.6	-30.8%	74	70	+5.7%
	Sawyer	NA	220,000	NA	9	42	-78.6%	3.1	2.7	+14.8%	141	160	-11.9%
Taylor	152,500	150,000	+1.7%	10	19	-47.4%	2.9	2.4	+20.8%	75	76	-1.3%	
Vilas	450,500	372,000	+21.1%	21	26	-19.2%	2.6	2.7	-3.7%	96	100	-4.0%	
Washburn	265,000	272,889	-2.9%	11	14	-21.4%	2.6	2.2	+18.2%	118	105	+12.4%	
North Regional Total		203,000	192,000	+5.7%	241	422	-42.9%	2.4	2.2	+9.1%	97	108	-10.2%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
Northeast	Brown	263,750	247,950	+6.4%	126	202	-37.6%	2.2	1.4	+57.1%	64	79	-19.0%
	Calumet	284,000	230,000	+23.5%	22	33	-33.3%	2.0	1.7	+17.6%	101	78	+29.5%
	Door	386,500	385,000	+0.4%	22	29	-24.1%	4.6	3.8	+21.1%	97	116	-16.4%
	Fond du Lac	210,000	166,250	+26.3%	57	78	-26.9%	1.5	1.6	-6.3%	81	79	+2.5%
	Green Lake	NA	168,540	NA	8	17	-52.9%	3.2	2.5	+28.0%	148	96	+54.2%
	Kewaunee	185,000	165,000	+12.1%	12	26	-53.8%	3.0	2.0	+50.0%	61	54	+13.0%
	Manitowoc	155,000	142,000	+9.2%	49	77	-36.4%	1.4	1.6	-12.5%	64	67	-4.5%
	Marinette	160,000	143,000	+11.9%	31	41	-24.4%	2.2	1.6	+37.5%	69	103	-33.0%
	Menominee	NA	NA	NA	1	NA	NA	2.6	2.3	+13.0%	248	NA	NA
	Oconto	194,950	185,000	+5.4%	26	31	-16.1%	2.1	1.6	+31.3%	82	105	-21.9%
	Outagamie	290,000	251,000	+15.5%	73	141	-48.2%	1.5	1.3	+15.4%	73	66	+10.6%
	Shawano	152,000	180,000	-15.6%	21	29	-27.6%	1.9	2.2	-13.6%	66	92	-28.3%
	Waupaca	179,000	201,000	-10.9%	28	52	-46.2%	2.3	1.9	+21.1%	87	99	-12.1%
	Winnebago	222,500	199,900	+11.3%	94	152	-38.2%	1.4	1.4	0.0%	67	76	-11.8%
Northeast Regional Total		230,000	210,000	+9.5%	570	908	-37.2%	2.0	1.7	+17.6%	74	80	-7.5%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
South Central	Columbia	309,000	244,000	+26.6%	29	35	-17.1%	2.2	1.8	+22.2%	114	104	+9.6%
	Crawford	NA	162,835	NA	8	12	-33.3%	2.9	3.4	-14.7%	109	124	-12.1%
	Dane	397,000	355,700	+11.6%	286	435	-34.3%	1.8	1.9	-5.3%	94	88	+6.8%
	Dodge	220,000	192,000	+14.6%	50	91	-45.1%	1.8	1.8	0.0%	82	84	-2.4%
	Grant	147,000	158,900	-7.5%	23	25	-8.0%	3.2	3.4	-5.9%	75	102	-26.5%
	Green	180,000	308,800	-41.7%	20	27	-25.9%	2.2	2.2	0.0%	80	73	+9.6%
	Iowa	289,000	269,000	+7.4%	11	18	-38.9%	2.9	2.9	0.0%	95	100	-5.0%
	Jefferson	275,500	230,100	+19.7%	34	65	-47.7%	1.8	2.2	-18.2%	80	89	-10.1%
	Lafayette	NA	NA	NA	4	5	-20.0%	2.2	2.8	-21.4%	91	125	-27.2%
	Richland	176,500	239,000	-26.2%	11	11	0.0%	2.8	3.7	-24.3%	96	83	+15.7%
	Rock	236,250	175,000	+35.0%	118	161	-26.7%	1.8	1.9	-5.3%	76	79	-3.8%
	Sauk	259,500	224,500	+15.6%	34	44	-22.7%	2.5	2.2	+13.6%	77	69	+11.6%
South Central Regional Total		300,000	278,000	+7.9%	628	929	-32.4%	1.9	2.0	-5.0%	88	87	+1.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
Southeast	Kenosha	239,450	231,000	+3.7%	96	139	-30.9%	1.6	1.7	-5.9%	78	73	+6.8%
	Milwaukee	216,450	195,500	+10.7%	490	780	-37.2%	1.6	2.2	-27.3%	69	73	-5.5%
	Ozaukee	385,000	365,250	+5.4%	59	74	-20.3%	2.0	2.2	-9.1%	81	85	-4.7%
	Racine	210,000	207,500	+1.2%	113	171	-33.9%	2.0	1.9	+5.3%	64	90	-28.9%
	Sheboygan	210,000	199,900	+5.1%	62	85	-27.1%	1.6	1.8	-11.1%	79	66	+19.7%
	Walworth	300,000	280,000	+7.1%	78	99	-21.2%	2.2	2.3	-4.3%	92	80	+15.0%
	Washington	335,000	291,250	+15.0%	63	123	-48.8%	1.8	1.5	+20.0%	76	81	-6.2%
	Waukesha	416,000	370,000	+12.4%	203	259	-21.6%	1.8	1.5	+20.0%	72	78	-7.7%
Southeast Regional Total		260,000	235,000	+10.6%	1,164	1,730	-32.7%	1.8	1.9	-5.3%	73	76	-3.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
West	Buffalo	142,500	NA	NA	10	5	+100.0%	2.7	2.6	+3.8%	97	109	-11.0%
	Chippewa	287,450	195,000	+47.4%	44	53	-17.0%	2.3	2.6	-11.5%	101	85	+18.8%
	Dunn	216,000	243,450	-11.3%	27	42	-35.7%	2.2	1.9	+15.8%	98	76	+28.9%
	Eau Claire	265,000	247,000	+7.3%	49	85	-42.4%	1.9	1.9	0.0%	62	96	-35.4%
	Jackson	177,500	182,500	-2.7%	14	15	-6.7%	2.3	2.7	-14.8%	84	83	+1.2%
	La Crosse	230,000	235,000	-2.1%	53	94	-43.6%	1.4	1.5	-6.7%	73	82	-11.0%
	Monroe	178,250	230,000	-22.5%	23	36	-36.1%	2.0	2.0	0.0%	86	80	+7.5%
	Pepin	NA	NA	NA	4	2	+100.0%	4.3	2.3	+87.0%	104	91	+14.3%
	Pierce	342,476	245,500	+39.5%	18	24	-25.0%	2.2	2.0	+10.0%	148	112	+32.1%
	St. Croix	353,950	294,000	+20.4%	36	47	-23.4%	2.5	1.8	+38.9%	82	118	-30.5%
	Trempealeau	181,450	161,500	+12.4%	10	24	-58.3%	2.4	2.1	+14.3%	83	107	-22.4%
	Vernon	287,500	115,000	+150.0%	10	13	-23.1%	2.4	2.2	+9.1%	124	97	+27.8%
West Regional Total		245,000	230,000	+6.5%	298	440	-32.3%	2.0	2.0	0.0%	88	92	-4.3%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
250,000	230,450	+8.5%	3,114	4,702	-33.8%	80	84	-4.8%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
1/2023	1/2022	% Change	1/2023	1/2022	% Change	1/2023	1/2022	% Change
1.9	1.9	0.0%	3,896	5,280	-26.2%	12,322	14,709	-16.2%

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	1,171	188	7,512	664,198,255	1.9
\$125,000 - \$199,999	2,208	138	18,061	3,066,037,632	1.5
\$200,000 - \$349,999	3,475	133	28,193	7,794,006,611	1.5
\$350,000 - \$499,999	2,759	158	14,226	5,966,687,748	2.3
\$500,000+	2,709	170	8,697	6,765,008,059	3.7

Months of Inventory by Broad Urban-Rural Classification

Category	January 2023	January 2022
Metropolitan Counties Combined	1.8	1.8
Micropolitan Counties Combined	2.0	2.0
Rural Counties Combined	2.6	2.4
State Total	1.9	1.9



Report Criteria: Reflecting YTD data through: January 2023 | State: WI | Type: Residential

Region	County	YTD Median Price			YTD Sales		
		Through 1/2023	Through 1/2022	% Change	Through 1/2023	Through 1/2022	% Change
Central	Adams	270,000	219,500	+23.0%	16	26	-38.5%
	Clark	132,500	162,450	-18.4%	17	24	-29.2%
	Juneau	199,500	153,000	+30.4%	14	25	-44.0%
	Marathon	225,000	179,950	+25.0%	59	84	-29.8%
	Marquette	215,000	220,000	-2.3%	11	15	-26.7%
	Portage	236,000	232,500	+1.5%	25	34	-26.5%
	Waushara	225,000	NA	NA	17	9	+88.9%
	Wood	155,000	145,500	+6.5%	54	56	-3.6%
Central Regional Total		207,000	180,250	+14.8%	213	273	-22.0%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2023	Through 1/2022	% Change	Through 1/2023	Through 1/2022	% Change
North	Ashland	NA	97,500	NA	6	12	-50.0%
	Barron	243,360	164,500	+47.9%	30	47	-36.2%
	Bayfield	NA	315,000	NA	5	11	-54.5%
	Burnett	145,000	235,000	-38.3%	11	27	-59.3%
	Douglas	NA	165,000	NA	8	31	-74.2%
	Florence	NA	NA	NA	1	2	-50.0%
	Forest	NA	NA	NA	4	9	-55.6%
	Iron	NA	260,000	NA	5	11	-54.5%
	Langlade	102,250	184,000	-44.4%	18	22	-18.2%
	Lincoln	185,500	135,950	+36.4%	32	26	+23.1%
	Oneida	274,450	210,000	+30.7%	34	51	-33.3%
	Polk	261,225	267,500	-2.3%	18	40	-55.0%
	Price	NA	156,000	NA	6	23	-73.9%
	Rusk	113,950	NA	NA	12	9	+33.3%
	Sawyer	NA	220,000	NA	9	42	-78.6%
	Taylor	152,500	150,000	+1.7%	10	19	-47.4%
	Vilas	450,500	372,000	+21.1%	21	26	-19.2%
Washburn	265,000	272,889	-2.9%	11	14	-21.4%	
North Regional Total		203,000	192,000	+5.7%	241	422	-42.9%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2023	Through 1/2022	% Change	Through 1/2023	Through 1/2022	% Change
Northeast	Brown	263,750	247,950	+6.4%	126	202	-37.6%
	Calumet	284,000	230,000	+23.5%	22	33	-33.3%
	Door	386,500	385,000	+0.4%	22	29	-24.1%
	Fond du Lac	210,000	166,250	+26.3%	57	78	-26.9%
	Green Lake	NA	168,540	NA	8	17	-52.9%
	Kewaunee	185,000	165,000	+12.1%	12	26	-53.8%
	Manitowoc	155,000	142,000	+9.2%	49	77	-36.4%
	Marinette	160,000	143,000	+11.9%	31	41	-24.4%
	Menominee	NA	NA	NA	1	NA	NA
	Oconto	194,950	185,000	+5.4%	26	31	-16.1%
	Outagamie	290,000	251,000	+15.5%	73	141	-48.2%
	Shawano	152,000	180,000	-15.6%	21	29	-27.6%
	Waupaca	179,000	201,000	-10.9%	28	52	-46.2%
	Winnebago	222,500	199,900	+11.3%	94	152	-38.2%
Northeast Regional Total		230,000	210,000	+9.5%	570	908	-37.2%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2023	Through 1/2022	% Change	Through 1/2023	Through 1/2022	% Change
South Central	Columbia	309,000	244,000	+26.6%	29	35	-17.1%
	Crawford	NA	162,835	NA	8	12	-33.3%
	Dane	397,000	355,700	+11.6%	286	435	-34.3%
	Dodge	220,000	192,000	+14.6%	50	91	-45.1%
	Grant	147,000	158,900	-7.5%	23	25	-8.0%
	Green	180,000	308,800	-41.7%	20	27	-25.9%
	Iowa	289,000	269,000	+7.4%	11	18	-38.9%
	Jefferson	275,500	230,100	+19.7%	34	65	-47.7%
	Lafayette	NA	NA	NA	4	5	-20.0%
	Richland	176,500	239,000	-26.2%	11	11	0.0%
	Rock	236,250	175,000	+35.0%	118	161	-26.7%
	Sauk	259,500	224,500	+15.6%	34	44	-22.7%
South Central Regional Total		300,000	278,000	+7.9%	628	929	-32.4%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2023	Through 1/2022	% Change	Through 1/2023	Through 1/2022	% Change
Southeast	Kenosha	239,450	231,000	+3.7%	96	139	-30.9%
	Milwaukee	216,450	195,500	+10.7%	490	780	-37.2%
	Ozaukee	385,000	365,250	+5.4%	59	74	-20.3%
	Racine	210,000	207,500	+1.2%	113	171	-33.9%
	Sheboygan	210,000	199,900	+5.1%	62	85	-27.1%
	Walworth	300,000	280,000	+7.1%	78	99	-21.2%
	Washington	335,000	291,250	+15.0%	63	123	-48.8%
	Waukesha	416,000	370,000	+12.4%	203	259	-21.6%
Southeast Regional Total		260,000	235,000	+10.6%	1,164	1,730	-32.7%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2023	Through 1/2022	% Change	Through 1/2023	Through 1/2022	% Change
West	Buffalo	142,500	NA	NA	10	5	+100.0%
	Chippewa	287,450	195,000	+47.4%	44	53	-17.0%
	Dunn	216,000	243,450	-11.3%	27	42	-35.7%
	Eau Claire	265,000	247,000	+7.3%	49	85	-42.4%
	Jackson	177,500	182,500	-2.7%	14	15	-6.7%
	La Crosse	230,000	235,000	-2.1%	53	94	-43.6%
	Monroe	178,250	230,000	-22.5%	23	36	-36.1%
	Pepin	NA	NA	NA	4	2	+100.0%
	Pierce	342,476	245,500	+39.5%	18	24	-25.0%
	St. Croix	353,950	294,000	+20.4%	36	47	-23.4%
	Trempealeau	181,450	161,500	+12.4%	10	24	-58.3%
	Vernon	287,500	115,000	+150.0%	10	13	-23.1%
West Regional Total		245,000	230,000	+6.5%	298	440	-32.3%

YTD Statewide Median Price

Through 1/2023	Through 1/2022	% Change
250,000	230,450	+8.5%

YTD Statewide Sales

Through 1/2023	Through 1/2022	% Change
3,114	4,702	-33.8%