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Wisconsin Housing Market Records Record Sales for Summer

MADISON, Wis. – It's been quite a run for the Wisconsin real estate market this summer as the re-opening of the state's economy in June combined with record-low mortgage interest rates resulted in a new three-month record in home sales, according to the most recent analysis of the state housing market by the Wisconsin REALTORS® Association (WRA). Focusing on the August 2020 market, sales rose 0.7% relative to August 2019. At the same time, tight inventories drove median prices up 14.1% to $235,000. On a year-to-date basis, existing home sales were just 1% below the first eight months of last year, and median prices rose 8.8% to $219,500.

A review of summer home sales indicates growth of 2.8% compared to the June-through-August period of 2019. Although June home sales saw a modest decline relative to that same month in 2019, very robust sales growth in July and a slight improvement in the August market pushed summer home sales to 27,795, which is the strongest summer sales volume on record for the state.

"We've seen remarkable resilience in this market, given the strong headwinds we faced this year," said WRA Chairman Steve Beers, noting low inventories have kept the state in a strong seller's market for the last three years, which has limited buying opportunities. Moreover, the recent COVID-induced recession effectively shut down the housing market in the latter part of the spring. "The good news is that mortgage rates have never been lower," said Beers. The 30-year fixed-rate mortgage continued its downward trend, falling to 2.94% in August, setting a new record low for the fifth straight month, and that has really fueled housing demand.

Not surprisingly, the strongest regional home sales in Wisconsin were seen in the North region, which is more rural. Rural regions generally have more available inventory compared to urban regions of the state. The North region had 5.9 months of supply in August, and sales were up 16.5% over August 2019. The Central region had sales up 5% with 4.1 months of supply. In contrast, the more densely populated counties in the Northeast, Southeast and South Central regions had between 3.5 and 3.9 months of supply, and their home sales were relatively flat over the past 12 months. "These regional differences also show up in measures of time on the market," said Beers. Homes in the North region were on the market an average of 130 days in August, and they averaged 103 days in the Central region. By comparison, they averaged between 72 and 93 days on the market in the other regions of the state. "The clear takeaway is that if you are looking for a home in the northern and central part of the state, you have some options, but if you want to find a home in the bigger cities, you better be ready to move quickly," he said.

“Tight supply and strong demand have really driven our home prices up,” said WRA President & CEO Michael Theo. The median price in August spiked up 14.1% over the last 12 months, and the median price for the first eight months of 2020 increased 8.8% compared to that same period last year. “The low mortgage rates have been our salvation on the affordability front,” said Theo. Affordability fell 7.8% in August, compared to its level a year earlier. “Still, Wisconsin housing will remain affordable as long as mortgage rates remain low,” said Theo. He also pointed out that new construction has improved in 2020, which is a promising sign. Through July, single-family housing units authorized by building permits were up 9.3% over the first seven months of 2019. “Hopefully this trend will continue and help to eventually ease the supply problem in the state,” said Theo.

“The national economy appears to be on a solid growth path in the third quarter, according to the New York Fed, and this has helped improve the labor market,” said David Clark, Marquette University economist and consultant to the WRA. The New York Fed’s predictions of the annual pace of real GDP growth indicated third-quarter growth of 15.6%. This has been a driver of labor market growth as the number of unemployed in the U.S. dropped by 2.8 million persons in August, lowering the national unemployment rate by 1.8 percentage points to a seasonally adjusted 8.4%, according to the U.S. Bureau of Labor Statistics. “We’re still well above the pre-recession unemployment rate of 3.6% in January, but it’s important to note that the rate spiked to 14.7% in April, so we’ve made up a lot of ground in just four months,” said Clark. He noted that the Fed’s commitment to keep short-term interest rates near zero for the next three years should continue to stimulate housing market demand.

“Low mortgage rates will also keep housing affordable, which serves the Millennial generation well as it shifts to owner-occupied housing,” said Theo. He pointed out that consulting with a REALTOR® who is experienced is critical in a tight market with strong demand. “There is often a short window between finding the home that meets your needs and closing the deal with the seller, and a REALTOR® will help you successfully navigate the buying process,” said Theo.

The Wisconsin REALTORS® Association is one of the largest trade associations in the state, representing over 16,500 real estate brokers, salespeople and affiliates statewide. All county figures on sales volume and median prices are compiled by the Wisconsin REALTORS® Association and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. All data collected by the Wisconsin REALTORS® Association is subject to revision if more complete data becomes available. Beginning in June 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly and in real-time. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly. The Wisconsin Housing Affordability Index is updated monthly with the most recent data on median housing prices, mortgage rates and estimated median family income data for Wisconsin. Data on state foreclosure activity is compiled by Dr. Russ Kashian at the University of Wisconsin-Whitewater.

Note that the WRA employs a slightly different protocol to determine inventory levels than the protocol used by the REALTORS® Association of South Central Wisconsin (RASCW). For consistency, the summary tables for the South Central region reported in the WRA release employ the WRA approach. However, a modified table employing the RASCW methodology is available from the WRA upon request.

Wisconsin REALTORS® Association

Summary of Wisconsin Housing Statistics							
	Monthly				Year-to-Date		
	Aug 2020	Aug 2019	% Change		Aug 2020	Aug 2019	% Change
Unit Sales	9,324	9,261	+0.7%		54,640	55,191	-1.0%
Median Price	$235,000	$206,000	+14.1%		$216,500	$199,000	+8.8%
New Listings	10,008	10,583	-5.4%		x	X	X
Total Listings	26,498	35,276	-24.9%		x	X	X
Months of Inventory	3.9	5.1	-23.5%		x	X	X
Average Days on Market	88	85	+3.5%		x	X	X
WI Housing Affordability Index	188	204	-7.8%		x	X	X

Housing Price Range Statistics					
Price Range	Total Aug 2020 Listings	Average Days on Market (Sep 2019 - Aug 2020)	Total Sold (Sep 2019 - Aug 2020)	Total Volume Sold (Sep 2019 - Aug 2020)	Months of Inventory (Sep 2019 - Aug 2020)
$0-$124,999	4,246	143	14,933	$1,248,315,672	3.4
$125,000 - $199,999	6,257	74	24,308	$3,927,359,132	3.1
$200,000 – $349,999	8,545	84	28,549	$7,593,049,842	3.6
$350,000 - $499,999	4,101	101	9,631	$3,913,882,123	5.1
$500,000 and higher	3,350	154	4,697	$3,448,821,415	8.6

Inventory by Urban Classification		
County type	Aug 2020	Aug 2019
Metropolitan Counties Combined	3.4	4.2
Micropolitan Counties Combined	4.0	5.7
Rural Counties Combined	5.9	9.2
All Wisconsin Counties	3.9	5.1

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 Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data for: August 2020 | State: WI | Type: Residential

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**8/2020**	**8/2019**	**% Change**	**8/2020**	**8/2019**	**% Change**	**8/2020**	**8/2019**	**% Change**	**8/2020**	**8/2019**	**% Change**
Central	Adams	185,000	145,450	+27.2%	96	70	+37.1%	4.0	9.8	-59.2%	122	115	+6.1%
	Clark	110,500	100,000	+10.5%	33	31	+6.5%	5.7	9.5	-40.0%	209	117	+78.6%
	Juneau	174,950	140,000	+25.0%	42	46	-8.7%	5.3	9.4	-43.6%	130	116	+12.1%
	Marathon	195,950	179,900	+8.9%	212	202	+5.0%	3.6	4.4	-18.2%	82	94	-12.8%
	Marquette	202,500	115,000	+76.1%	30	37	-18.9%	5.7	8.5	-32.9%	124	116	+6.9%
	Portage	215,000	178,000	+20.8%	113	109	+3.7%	3.3	4.5	-26.7%	83	80	+3.8%
	Waushara	198,500	155,000	+28.1%	56	39	+43.6%	4.6	8.1	-43.2%	155	121	+28.1%
	Wood	135,000	134,900	+0.1%	91	107	-15.0%	3.9	4.2	-7.1%	68	83	-18.1%
	Central Regional Total	**186,000**	**158,000**	**+17.7%**	**673**	**641**	**+5.0%**	**4.1**	**6.0**	**-31.7%**	**103**	**98**	**+5.1%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**8/2020**	**8/2019**	**% Change**	**8/2020**	**8/2019**	**% Change**	**8/2020**	**8/2019**	**% Change**	**8/2020**	**8/2019**	**% Change**
North	Ashland	99,500	83,000	+19.9%	30	26	+15.4%	10.1	12.2	-17.2%	224	85	+163.5%
	Barron	195,500	178,013	+9.8%	98	104	-5.8%	4.8	7.5	-36.0%	88	110	-20.0%
	Bayfield	290,000	165,000	+75.8%	55	28	+96.4%	7.4	13.3	-44.4%	198	92	+115.2%
	Burnett	200,000	200,000	0.0%	100	81	+23.5%	4.1	7.2	-43.1%	109	97	+12.4%
	Douglas	174,740	146,000	+19.7%	69	101	-31.7%	4.2	5.2	-19.2%	92	101	-8.9%
	Florence	NA	NA	NA	7	1	+600.0%	6.4	28.3	-77.4%	129	73	+76.7%
	Forest	165,450	174,000	-4.9%	14	11	+27.3%	6.6	14.7	-55.1%	172	101	+70.3%
	Iron	258,500	155,000	+66.8%	13	11	+18.2%	15.0	18.6	-19.4%	199	150	+32.7%
	Langlade	96,500	152,450	-36.7%	60	44	+36.4%	6.6	10.4	-36.5%	91	127	-28.3%
	Lincoln	154,519	151,000	+2.3%	80	65	+23.1%	3.7	8.2	-54.9%	162	98	+65.3%
	Oneida	215,700	193,000	+11.8%	127	93	+36.6%	5.7	9.2	-38.0%	124	117	+6.0%
	Polk	215,000	195,000	+10.3%	90	104	-13.5%	4.7	6.0	-21.7%	81	79	+2.5%
	Price	162,500	130,000	+25.0%	43	26	+65.4%	9.2	15.4	-40.3%	207	177	+16.9%
	Rusk	107,000	132,450	-19.2%	22	30	-26.7%	5.5	8.9	-38.2%	137	140	-2.1%
	Sawyer	249,000	270,000	-7.8%	83	63	+31.7%	7.3	12.3	-40.7%	148	192	-22.9%
	Taylor	132,900	118,950	+11.7%	24	26	-7.7%	6.4	7.1	-9.9%	131	174	-24.7%
	Vilas	255,000	266,450	-4.3%	118	72	+63.9%	8.1	13.4	-39.6%	143	139	+2.9%
	Washburn	177,500	188,000	-5.6%	66	57	+15.8%	5.3	9.2	-42.4%	124	118	+5.1%
	North Regional Total	**190,000**	**174,000**	**+9.2%**	**1,099**	**943**	**+16.5%**	**5.9**	**9.3**	**-36.6%**	**130**	**117**	**+11.1%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	County	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Northeast	Brown	235,900	205,000	+15.1%	351	363	-3.3%	3.5	4.2	-16.7%	74	73	+1.4%
	Calumet	249,500	234,950	+6.2%	79	80	-1.3%	3.0	4.2	-28.6%	65	76	-14.5%
	Door	295,900	263,000	+12.5%	101	91	+11.0%	7.9	10.3	-23.3%	175	131	+33.6%
	Fond du Lac	155,000	135,000	+14.8%	133	133	0.0%	3.6	5.0	-28.0%	92	71	+29.6%
	Green Lake	227,700	215,850	+5.5%	39	30	+30.0%	6.4	8.9	-28.1%	149	141	+5.7%
	Kewaunee	210,000	170,000	+23.5%	23	27	-14.8%	4.2	7.5	-44.0%	153	77	+98.7%
	Manitowoc	158,500	128,750	+23.1%	125	130	-3.8%	3.3	4.8	-31.3%	72	101	-28.7%
	Marinette	142,000	114,900	+23.6%	86	77	+11.7%	5.0	8.1	-38.3%	103	150	-31.3%
	Menominee	NA	NA	NA	2	3	-33.3%	2.7	10.9	-75.2%	33	63	-47.6%
	Oconto	187,500	162,450	+15.4%	84	76	+10.5%	4.6	8.1	-43.2%	136	155	-12.3%
	Outagamie	215,000	199,500	+7.8%	239	254	-5.9%	3.3	3.5	-5.7%	70	74	-5.4%
	Shawano	142,200	129,000	+10.2%	68	51	+33.3%	4.0	6.3	-36.5%	127	135	-5.9%
	Waupaca	164,800	146,200	+12.7%	77	62	+24.2%	4.7	6.2	-24.2%	88	118	-25.4%
	Winnebago	185,000	162,400	+13.9%	217	263	-17.5%	3.2	4.1	-22.0%	86	69	+24.6%
	Northeast Regional Total	**199,900**	**176,200**	**+13.5%**	**1,624**	**1,640**	**-1.0%**	**3.9**	**5.1**	**-23.5%**	**93**	**90**	**+3.3%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	County	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
South Central	Columbia	230,000	210,500	+9.3%	109	94	+16.0%	3.6	5.2	-30.8%	92	74	+24.3%
	Crawford	136,900	145,500	-5.9%	21	30	-30.0%	7.2	9.0	-20.0%	108	117	-7.7%
	Dane	324,900	300,000	+8.3%	872	855	+2.0%	3.4	3.9	-12.8%	84	86	-2.3%
	Dodge	186,450	165,250	+12.8%	116	134	-13.4%	3.5	5.1	-31.4%	87	78	+11.5%
	Grant	143,500	128,250	+11.9%	56	44	+27.3%	5.1	7.8	-34.6%	128	85	+50.6%
	Green	203,000	189,500	+7.1%	47	53	-11.3%	4.1	4.5	-8.9%	69	85	-18.8%
	Iowa	200,000	177,900	+12.4%	39	33	+18.2%	4.3	6.8	-36.8%	101	89	+13.5%
	Jefferson	275,000	245,000	+12.2%	142	155	-8.4%	3.9	5.2	-25.0%	83	73	+13.7%
	Lafayette	171,750	164,000	+4.7%	20	19	+5.3%	5.4	6.0	-10.0%	121	150	-19.3%
	Richland	220,000	183,000	+20.2%	21	15	+40.0%	4.6	9.7	-52.6%	106	89	+19.1%
	Rock	188,800	170,500	+10.7%	230	264	-12.9%	3.2	3.7	-13.5%	80	76	+5.3%
	Sauk	220,000	222,250	-1.0%	105	124	-15.3%	3.9	5.8	-32.8%	91	94	-3.2%
	South Central Regional Total	**265,000**	**241,000**	**+10.0%**	**1,778**	**1,820**	**-2.3%**	**3.6**	**4.5**	**-20.0%**	**87**	**84**	**+3.6%**

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Southeast	Kenosha	221,000	195,597	+13.0%	271	279	-2.9%	3.1	4.1	-24.4%	72	64	+12.5%
	Milwaukee	205,500	179,700	+14.4%	1,192	1,172	+1.7%	3.4	3.7	-8.1%	65	64	+1.6%
	Ozaukee	363,000	355,000	+2.3%	177	153	+15.7%	4.1	5.1	-19.6%	90	100	-10.0%
	Racine	225,000	190,000	+18.4%	308	295	+4.4%	3.7	4.3	-14.0%	73	64	+14.1%
	Sheboygan	180,000	178,000	+1.1%	137	167	-18.0%	3.6	4.8	-25.0%	74	83	-10.8%
	Walworth	260,000	241,000	+7.9%	235	245	-4.1%	4.8	6.0	-20.0%	103	95	+8.4%
	Washington	284,900	259,000	+10.0%	247	263	-6.1%	3.2	3.7	-13.5%	71	72	-1.4%
	Waukesha	349,850	315,900	+10.7%	732	691	+5.9%	3.2	4.0	-20.0%	67	68	-1.5%
	Southeast Regional Total	**260,000**	**227,500**	**+14.3%**	**3,299**	**3,265**	**+1.0%**	**3.5**	**4.1**	**-14.6%**	**72**	**71**	**+1.4%**

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
West	Buffalo	154,950	NA	NA	12	5	+140.0%	5.8	11.1	-47.7%	86	135	-36.3%
	Chippewa	224,500	207,250	+8.3%	96	112	-14.3%	3.9	6.2	-37.1%	93	88	+5.7%
	Dunn	230,000	181,500	+26.7%	89	93	-4.3%	3.9	5.3	-26.4%	92	83	+10.8%
	Eau Claire	220,000	191,414	+14.9%	147	178	-17.4%	3.7	4.2	-11.9%	78	83	-6.0%
	Jackson	160,000	132,750	+20.5%	25	22	+13.6%	6.2	7.2	-13.9%	100	115	-13.0%
	La Crosse	235,000	192,000	+22.4%	139	192	-27.6%	3.3	3.7	-10.8%	65	67	-3.0%
	Monroe	179,000	149,900	+19.4%	64	67	-4.5%	4.4	6.8	-35.3%	110	86	+27.9%
	Pepin	NA	155,000	NA	9	15	-40.0%	6.3	10.2	-38.2%	79	102	-22.5%
	Pierce	247,509	222,450	+11.3%	48	46	+4.3%	4.1	5.6	-26.8%	71	72	-1.4%
	St. Croix	282,500	254,950	+10.8%	148	150	-1.3%	3.7	5.0	-26.0%	71	90	-21.1%
	Trempealeau	152,794	160,500	-4.8%	38	37	+2.7%	4.5	6.0	-25.0%	85	107	-20.6%
	Vernon	179,000	180,000	-0.6%	36	35	+2.9%	6.0	6.8	-11.8%	89	67	+32.8%
	West Regional Total	**235,000**	**195,000**	**+20.5%**	**851**	**952**	**-10.6%**	**4.0**	**5.2**	**-23.1%**	**81**	**83**	**-2.4%**

Statewide Median Price

8/2020	8/2019	% Change
235,000	206,000	+14.1%

Statewide Sales

8/2020	8/2019	% Change
9,324	9,261	+0.7%

Statewide Avg Days On Market

8/2020	8/2019	% Change
88	85	+3.5%

Statewide Months Inventory

8/2020	8/2019	% Change
3.9	5.1	-23.5%

Statewide New Listings

8/2020	8/2019	% Change
10,008	10,583	-5.4%

Statewide Total Listings

8/2020	8/2019	% Change
26,498	35,276	-24.9%

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	4,246	143	14,933	1,248,315,672	3.4
$125,000 - $199,999	6,257	74	24,308	3,927,359,132	3.1
$200,000 - $349,999	8,545	84	28,549	7,593,049,842	3.6
$350,000 - $499,999	4,101	101	9,631	3,913,882,123	5.1
$500,000+	3,350	154	4,697	3,448,821,415	8.6

Months of Inventory by Broad Urban-Rural Classification

Category	August 2020	August 2019
Metropolitan Counties Combined	3.4	4.2
Micropolitan Counties Combined	4.0	5.7
Rural Counties Combined	5.9	9.2
State Total	3.9	5.1

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting YTD data through: August 2020 | State: WI | Type: Residential

Region	County	YTD Median Price Through 8/2020	YTD Median Price Through 8/2019	YTD Median Price % Change	YTD Sales Through 8/2020	YTD Sales Through 8/2019	YTD Sales % Change
Central	Adams	155,000	140,000	+10.7%	427	385	+10.9%
	Clark	117,000	115,000	+1.7%	191	170	+12.4%
	Juneau	150,000	128,000	+17.2%	275	259	+6.2%
	Marathon	180,000	167,750	+7.3%	1,178	1,184	-0.5%
	Marquette	166,000	142,000	+16.9%	162	169	-4.1%
	Portage	195,400	178,000	+9.8%	531	529	+0.4%
	Waushara	156,500	151,150	+3.5%	282	226	+24.8%
	Wood	133,250	129,950	+2.5%	583	602	-3.2%
	Central Regional Total	**163,100**	**151,000**	**+8.0%**	**3,629**	**3,524**	**+3.0%**

Region	County	YTD Median Price Through 8/2020	YTD Median Price Through 8/2019	YTD Median Price % Change	YTD Sales Through 8/2020	YTD Sales Through 8/2019	YTD Sales % Change
North	Ashland	108,826	110,000	-1.1%	152	158	-3.8%
	Barron	177,000	159,450	+11.0%	596	558	+6.8%
	Bayfield	182,000	162,000	+12.3%	247	243	+1.6%
	Burnett	192,500	160,000	+20.3%	405	433	-6.5%
	Douglas	161,500	150,000	+7.7%	414	472	-12.3%
	Florence	164,500	NA	NA	16	7	+128.6%
	Forest	134,950	150,000	-10.0%	110	74	+48.6%
	Iron	180,000	159,950	+12.5%	73	58	+25.9%
	Langlade	120,000	115,000	+4.3%	254	210	+21.0%
	Lincoln	135,000	136,200	-0.9%	367	315	+16.5%
	Oneida	195,000	185,000	+5.4%	603	555	+8.6%
	Polk	203,000	200,000	+1.5%	513	534	-3.9%
	Price	135,000	125,000	+8.0%	227	172	+32.0%
	Rusk	130,000	117,500	+10.6%	138	131	+5.3%
	Sawyer	242,500	215,500	+12.5%	379	367	+3.3%
	Taylor	134,500	130,000	+3.5%	143	149	-4.0%
	Vilas	248,200	220,000	+12.8%	472	387	+22.0%
	Washburn	214,500	169,900	+26.3%	349	333	+4.8%
	North Regional Total	**175,900**	**162,000**	**+8.6%**	**5,458**	**5,156**	**+5.9%**

Region	County	YTD Median Price Through 8/2020	YTD Median Price Through 8/2019	YTD Median Price % Change	YTD Sales Through 8/2020	YTD Sales Through 8/2019	YTD Sales % Change
Northeast	Brown	221,000	195,000	+13.3%	2,243	2,299	-2.4%
	Calumet	205,500	215,000	-4.4%	480	512	-6.3%
	Door	256,000	199,990	+28.0%	447	493	-9.3%
	Fond du Lac	148,500	140,000	+6.1%	895	919	-2.6%
	Green Lake	163,400	138,000	+18.4%	205	176	+16.5%
	Kewaunee	164,000	146,500	+11.9%	181	173	+4.6%
	Manitowoc	130,000	119,900	+8.4%	717	715	+0.3%
	Marinette	130,000	119,000	+9.2%	450	420	+7.1%
	Menominee	288,000	325,000	-11.4%	23	19	+21.1%
	Oconto	150,000	153,500	-2.3%	441	368	+19.8%
	Outagamie	205,000	185,000	+10.8%	1,574	1,653	-4.8%
	Shawano	139,000	121,500	+14.4%	343	320	+7.2%
	Waupaca	156,000	142,000	+9.9%	401	463	-13.4%
	Winnebago	172,500	155,000	+11.3%	1,476	1,503	-1.8%
	Northeast Regional Total	**181,000**	**165,500**	**+9.4%**	**9,876**	**10,033**	**-1.6%**

Region	County	YTD Median Price Through 8/2020	YTD Median Price Through 8/2019	YTD Median Price % Change	YTD Sales Through 8/2020	YTD Sales Through 8/2019	YTD Sales % Change
South Central	Columbia	221,950	205,000	+8.3%	550	533	+3.2%
	Crawford	130,000	139,000	-6.5%	133	133	0.0%
	Dane	312,950	297,500	+5.2%	5,580	5,743	-2.8%
	Dodge	173,000	160,000	+8.1%	751	680	+10.4%
	Grant	143,450	140,000	+2.5%	302	269	+12.3%
	Green	190,000	193,250	-1.7%	280	298	-6.0%
	Iowa	203,250	179,500	+13.2%	174	174	0.0%
	Jefferson	243,500	229,900	+5.9%	850	857	-0.8%
	Lafayette	149,500	121,700	+22.8%	104	94	+10.6%
	Richland	152,900	145,000	+5.4%	105	91	+15.4%
	Rock	180,000	167,000	+7.8%	1,527	1,615	-5.4%
	Sauk	225,000	197,500	+13.9%	638	669	-4.6%
	South Central Regional Total	**255,983**	**241,000**	**+6.2%**	**10,994**	**11,156**	**-1.5%**

Region	County	YTD Median Price Through 8/2020	YTD Median Price Through 8/2019	YTD Median Price % Change	YTD Sales Through 8/2020	YTD Sales Through 8/2019	YTD Sales % Change
Southeast	Kenosha	206,000	191,750	+7.4%	1,586	1,626	-2.5%
	Milwaukee	185,500	170,850	+8.6%	7,523	7,970	-5.6%
	Ozaukee	335,000	327,000	+2.4%	937	919	+2.0%
	Racine	196,000	180,000	+8.9%	1,856	1,872	-0.9%
	Sheboygan	174,475	158,000	+10.4%	936	964	-2.9%
	Walworth	250,000	225,050	+11.1%	1,276	1,328	-3.9%
	Washington	275,000	250,000	+10.0%	1,360	1,389	-2.1%
	Waukesha	334,000	310,000	+7.7%	4,099	4,131	-0.8%
	Southeast Regional Total	**235,000**	**215,000**	**+9.3%**	**19,573**	**20,199**	**-3.1%**

Region	County	YTD Median Price Through 8/2020	YTD Median Price Through 8/2019	YTD Median Price % Change	YTD Sales Through 8/2020	YTD Sales Through 8/2019	YTD Sales % Change
West	Buffalo	144,000	124,450	+15.7%	93	94	-1.1%
	Chippewa	209,450	190,000	+10.2%	628	574	+9.4%
	Dunn	193,450	175,000	+10.5%	448	414	+8.2%
	Eau Claire	205,000	190,050	+7.9%	939	1,028	-8.7%
	Jackson	140,000	139,000	+0.7%	121	157	-22.9%
	La Crosse	215,000	195,000	+10.3%	989	1,010	-2.1%
	Monroe	174,950	160,000	+9.3%	376	356	+5.6%
	Pepin	133,500	147,500	-9.5%	76	64	+18.8%
	Pierce	245,000	217,000	+12.9%	253	234	+8.1%
	St. Croix	275,000	250,000	+10.0%	797	825	-3.4%
	Trempealeau	163,000	163,250	-0.2%	191	186	+2.7%
	Vernon	173,000	163,000	+6.1%	199	181	+9.9%
	West Regional Total	**210,000**	**192,827**	**+8.9%**	**5,110**	**5,123**	**-0.3%**

YTD Statewide Median Price Through 8/2020	YTD Statewide Median Price Through 8/2019	YTD Statewide Median Price % Change	YTD Statewide Sales Through 8/2020	YTD Statewide Sales Through 8/2019	YTD Statewide Sales % Change
216,500	199,000	+8.8%	54,640	55,191	-1.0%