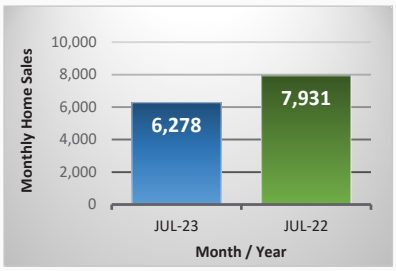
July 2023 WI Real Estate Report

Report Criteria: Reflecting data for: July 2023 | State: WI | Type: Residential

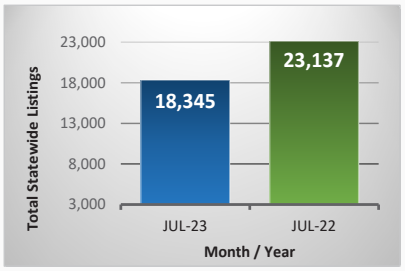
MONTHLY HOME SALES



July 2023	July 2022
6,278 HOMES SOLD	7,931 HOMES SOLD

from last year **-20.8%**

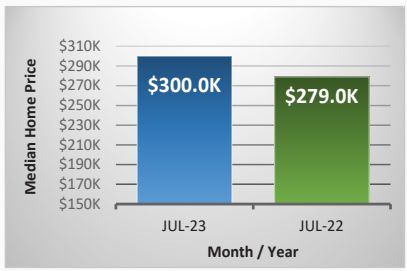
TOTAL STATEWIDE LISTINGS



July 2023	July 2022
18,345 ACTIVE LISTINGS	23,137 ACTIVE LISTINGS

from last year **-20.7%**

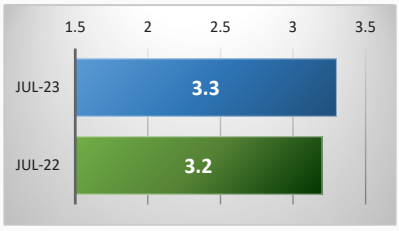
MEDIAN HOME PRICE



July 2023	July 2022
$300,000 MEDIAN PRICE IN WI	$279,000 MEDIAN PRICE IN WI

from last year **7.5%**

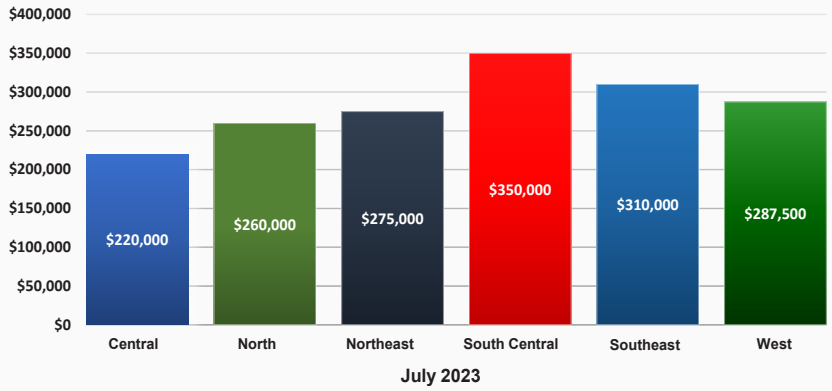
MONTHS OF INVENTORY



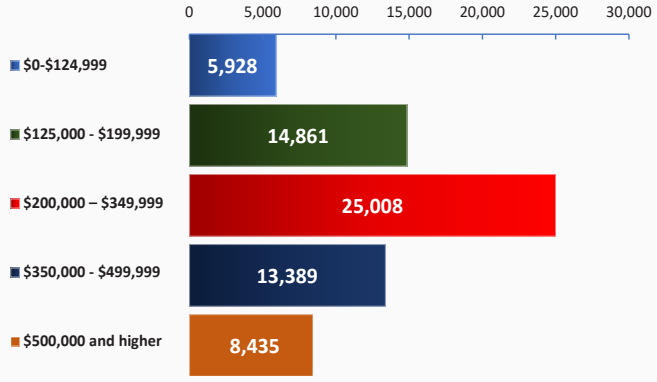
July 2023	July 2022
3.30 MONTHS	3.20 MONTHS

from last year **3.1%**

MEDIAN PRICES BY REGION

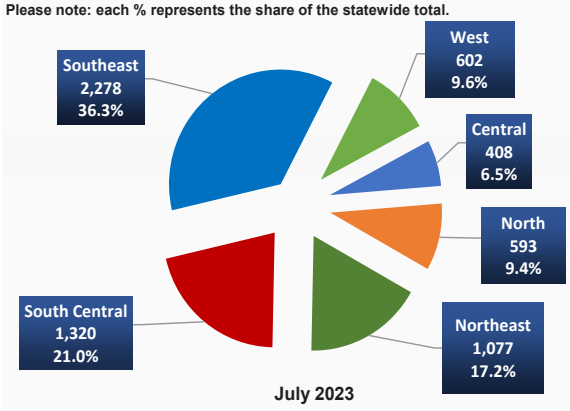


HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION

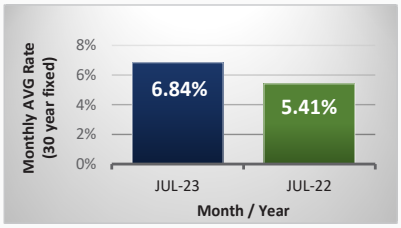
Please note: each % represents the share of the statewide total.



July 2023 WI Real Estate Report

Report Criteria: Reflecting data for: July 2023 | State: WI | Type: Residential

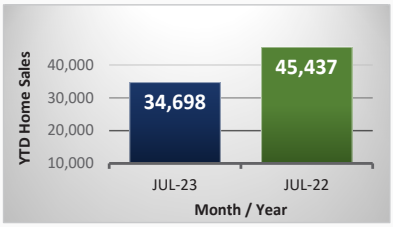
MORTGAGE INTEREST RATES



July 2023	July 2022
6.84%	5.41%
AVG 30 YR. FIXED	AVG 30 YR. FIXED

from last year ↑ 143 BASIS POINTS

YEAR-TO-DATE HOME SALES



Year-to-Date 2023	Year-to-Date 2022
34,698	45,437
HOMES SOLD THRU 7/23	HOMES SOLD THRU 7/22

from last year ↓ -23.6%

AVG DAYS ON MARKET

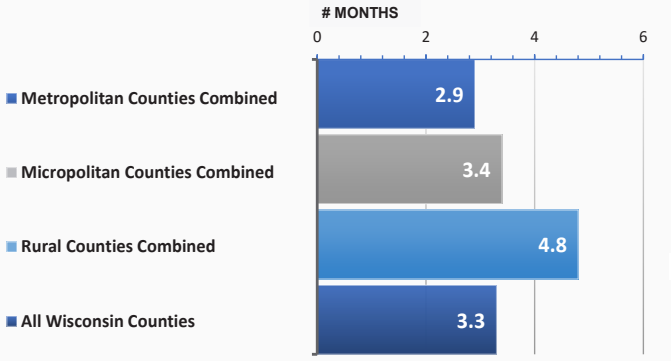


July 2023	July 2022
60	60
DAYS ON MKT	DAYS ON MKT

from last year NO CHANGE

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

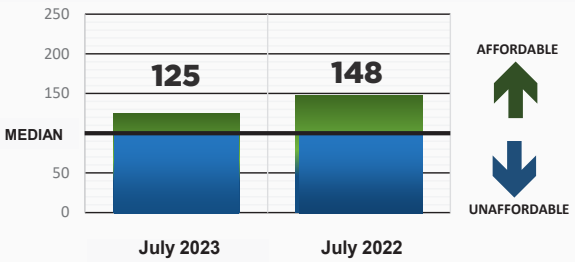
MONTHS OF INVENTORY BY URBAN CLASSIFICATION



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 15.50% from Jul. 2022



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.

July 2023 WI Real Estate Summary

Wisconsin Inventory Remains Tight, Pushing Sales Down and Prices Up

TALKING POINTS

- Following recent patterns, weak inventories limited sales of existing homes and drove prices up significantly. July 2023 closings slid 20.8% compared to July 2022, and the median price rose 7.5% to $300,000. This was the second straight month where the statewide median price was at or above the $300,000 mark.
- The statewide picture on a year-to-date basis is consistent with the monthly data. Existing home sales for the first seven months of 2023 were 23.6% lower than the January-through-July period of 2022, and the median price rose 8.4% to $285,000 over that same period.
- Although months of available supply improved slightly relative to July 2022, both new listings and total listings continued to fall in July. New listings dropped 17.7% over the past 12 months, and total listings fell 20.7%.
- The regional picture was mixed. Sales were down by double digits in all regions, between 16.7% and 25.2% compared to July 2022, but regional price appreciation was more variable. The more rural regions saw flat to modest increases in median prices over the last 12 months; for example, the West region was down 0.8%, the North region was unchanged and the Central region was up 3.5%. In contrast, compared to July 2022, median prices rose 6.1% in the South Central region, they increased 6.9% in the Southeast region, and they rose 14.6% in the Northeast region.
- Interestingly, months of inventory saw the largest improvement in rural areas over the past 12 months, increasing from 4.3 months in July 2022 to 4.8 months in July 2023. In contrast, large metropolitan counties saw months of supply unchanged at 2.9 months, and inventory improved slightly in medium-sized towns; for example, micropolitan counties improved from 3.2 months to 3.4 months.
- The Wisconsin Housing Affordability index shows the percent of the median-priced home a buyer with median family income qualifies to purchase, assuming 20% down and the remaining balance financed with a 30-year fixed-rate mortgage at current rates. For the second straight month, the index stood at 125, which is its lowest level since the WRA began tracking this measure in 2009. This is a 15.5% reduction in the index over the last year.

CHALLENGES ESPECIALLY HIGH IN URBAN AREAS



"A balanced market is six months of supply, and so it was good to see some movement toward that benchmark in our rural counties. However, we still have very low inventory levels in our urban areas, which is making it difficult for younger households to effectively compete for homes."

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

MORTGAGE RATES INCHING UPWARD



"Most buyers rely on financing in their purchase of a home, and this is especially true for first-time buyers. Unfortunately, rates have been moving in the wrong direction, with average 30-year rates at 6.84% in July. This is near the peak levels of last October when they averaged 6.9%. Hopefully we see improvement in the next few months."

Michael Theo
President & CEO, Wisconsin REALTORS® Association

THE FED'S NEXT MOVE IS UNCERTAIN



"Headline inflation ticked up slightly to an annual rate of 3.2% in July, although the less volatile core inflation measure that excludes food and energy fell to 4.7% — its lowest level since October 2021. The Fed is still concerned that inflation remains well above its 2% target, and the Fed raised short-term rates in July to the highest level in 22 years. While there is disagreement among Fed officials as to whether more rate increases will be necessary, what is clear is that we are not likely to see rate cuts in the foreseeable future."

Dave Clark
Professor Emeritus of Economics and WRA Consultant

Wisconsin REALTORS® Association
4801 Forest Run Road, Suite 201
Madison, WI 53704
608-241-2047
www.wra.org

Summary of Wisconsin Housing Statistics							
	Monthly				Year-to-Date		
	Jul 2023	Jul 2022	% Change		Jul 2023	Jul 2022	% Change
Unit Sales	6,278	7,931	-20.8%		34,698	45,437	-23.6%
Median Price	$300,000	$279,000	+7.5%		$285,000	$263,000	+8.4%
New Listings	7,585	9,219	-17.7%		X	X	X
Total Listings	18,345	23,137	-20.7%		X	X	X
Months of Inventory	3.3	3.2	+3.1%		X	X	X
Average Days on Market	60	60	+0.0%		X	X	X
WI Housing Affordability Index	125	148	-15.5%		X	X	X

Housing Price Range Statistics					
Price Range	**Total Jul 2023 Listings**	**Average Days on Market (Aug 2022 - Jul 2023)**	**Total Sold (Aug 2022 - Jul 2023)**	**Total Volume Sold (Aug 2022 - Jul 2023)**	**Months of Inventory (Aug 2022 - Jul 2023)**
$0-$124,999	1,361	183	5,928	$520,150,396	2.8
$125,000 - $199,999	2,885	119	14,861	$2,514,842,167	2.3
$200,000 – $349,999	5,480	100	25,008	$6,876,153,693	2.6
$350,000 - $499,999	4,245	111	13,389	$5,593,819,709	3.8
$500,000 and higher	4,340	123	8,435	$6,543,916,163	6.2

Inventory by Urban Classification		
County type	**Jul 2023**	**Jul 2022**
Metropolitan Counties Combined	2.9	2.9
Micropolitan Counties Combined	3.4	3.2
Rural Counties Combined	4.8	4.3
All Wisconsin Counties	3.3	3.2

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: July 2023 | State: WI | Type: Residential

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**
Central	Adams	210,000	203,000	+3.4%	43	69	-37.7%	4.4	4.1	+7.3%	53	65	-18.5%
	Clark	190,000	159,500	+19.1%	16	31	-48.4%	3.7	3.9	-5.1%	61	66	-7.6%
	Juneau	224,750	160,425	+40.1%	34	26	+30.8%	4.9	4.8	+2.1%	87	63	+38.1%
	Marathon	242,500	232,000	+4.5%	128	167	-23.4%	3.3	2.8	+17.9%	52	53	-1.9%
	Marquette	201,450	215,000	-6.3%	24	31	-22.6%	4.8	3.8	+26.3%	77	85	-9.4%
	Portage	250,000	242,000	+3.3%	59	69	-14.5%	3.1	2.9	+6.9%	60	63	-4.8%
	Waushara	200,000	270,000	-25.9%	27	45	-40.0%	3.8	3.7	+2.7%	67	54	+24.1%
	Wood	185,000	210,000	-11.9%	77	93	-17.2%	2.4	2.9	-17.2%	49	56	-12.5%
	Central Regional Total	**220,000**	**212,500**	**+3.5%**	**408**	**531**	**-23.2%**	**3.5**	**3.3**	**+6.1%**	**59**	**59**	**0.0%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**
North	Ashland	168,000	149,000	+12.8%	20	23	-13.0%	6.9	5.8	+19.0%	105	78	+34.6%
	Barron	247,450	257,700	-4.0%	42	91	-53.8%	4.1	3.9	+5.1%	78	57	+36.8%
	Bayfield	280,000	269,250	+4.0%	18	24	-25.0%	7.6	6.3	+20.6%	51	80	-36.3%
	Burnett	305,000	320,000	-4.7%	55	42	+31.0%	5.0	3.5	+42.9%	54	55	-1.8%
	Douglas	195,000	217,700	-10.4%	55	59	-6.8%	4.4	3.5	+25.7%	45	62	-27.4%
	Florence	NA	NA	NA	1	1	0.0%	5.5	8.2	-32.9%	50	67	-25.4%
	Forest	260,000	207,000	+25.6%	11	18	-38.9%	6.0	8.4	-28.6%	87	58	+50.0%
	Iron	257,000	304,000	-15.5%	14	13	+7.7%	6.8	4.9	+38.8%	111	45	+146.7%
	Langlade	215,000	149,500	+43.8%	19	38	-50.0%	3.2	4.4	-27.3%	86	57	+50.9%
	Lincoln	195,000	249,500	-21.8%	39	36	+8.3%	4.9	3.9	+25.6%	75	70	+7.1%
	Oneida	260,000	305,000	-14.8%	61	65	-6.2%	4.8	4.0	+20.0%	62	62	0.0%
	Polk	299,500	282,500	+6.0%	70	82	-14.6%	3.8	3.1	+22.6%	68	53	+28.3%
	Price	204,500	179,900	+13.7%	29	47	-38.3%	7.4	4.2	+76.2%	109	85	+28.2%
	Rusk	182,500	210,000	-13.1%	18	28	-35.7%	5.2	5.0	+4.0%	55	51	+7.8%
	Sawyer	325,000	358,000	-9.2%	39	42	-7.1%	5.6	5.6	0.0%	95	87	+9.2%
	Taylor	241,250	205,000	+17.7%	16	21	-23.8%	4.0	3.7	+8.1%	54	62	-12.9%
	Vilas	392,000	374,500	+4.7%	55	54	+1.9%	5.0	5.0	0.0%	51	68	-25.0%
	Washburn	315,000	370,000	-14.9%	31	49	-36.7%	6.7	3.9	+71.8%	51	51	0.0%
	North Regional Total	**260,000**	**260,000**	**0.0%**	**593**	**733**	**-19.1%**	**5.0**	**4.3**	**+16.3%**	**68**	**63**	**+7.9%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**
Northeast	Brown	305,000	280,000	+8.9%	267	317	-15.8%	2.9	3.4	-14.7%	55	55	0.0%
	Calumet	337,500	292,500	+15.4%	53	74	-28.4%	3.4	3.7	-8.1%	78	59	+32.2%
	Door	385,500	365,000	+5.6%	50	67	-25.4%	8.1	6.4	+26.6%	79	80	-1.3%
	Fond du Lac	256,700	193,000	+33.0%	92	117	-21.4%	2.7	3.0	-10.0%	66	58	+13.8%
	Green Lake	202,000	201,250	+0.4%	21	28	-25.0%	4.7	4.4	+6.8%	90	59	+52.5%
	Kewaunee	266,000	219,500	+21.2%	21	23	-8.7%	4.0	4.5	-11.1%	51	51	0.0%
	Manitowoc	195,000	169,950	+14.7%	66	98	-32.7%	2.1	2.6	-19.2%	53	58	-8.6%
	Marinette	179,000	195,000	-8.2%	61	58	+5.2%	2.8	3.3	-15.2%	61	55	+10.9%
	Menominee	NA	NA	NA	NA	2	-100.0%	4.9	8.5	-42.4%	NA	41	-100.0%
	Oconto	288,550	216,000	+33.6%	46	63	-27.0%	4.4	3.1	+41.9%	45	60	-25.0%
	Outagamie	285,000	260,000	+9.6%	153	246	-37.8%	3.1	2.6	+19.2%	57	60	-5.0%
	Shawano	182,000	202,000	-9.9%	37	51	-27.5%	3.5	3.5	0.0%	46	63	-27.0%
	Waupaca	297,500	197,808	+50.4%	54	52	+3.8%	3.1	3.3	-6.1%	58	63	-7.9%
	Winnebago	250,000	220,000	+13.6%	156	243	-35.8%	2.4	2.6	-7.7%	55	56	-1.8%
	Northeast Regional Total	**275,000**	**239,900**	**+14.6%**	**1,077**	**1,439**	**-25.2%**	**3.2**	**3.2**	**0.0%**	**59**	**59**	**0.0%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**
South Central	Columbia	307,750	271,350	+13.4%	60	44	+36.4%	3.5	4.2	-16.7%	65	56	+16.1%
	Crawford	179,000	175,000	+2.3%	17	25	-32.0%	3.4	4.4	-22.7%	66	62	+6.5%
	Dane	421,000	395,000	+6.6%	668	853	-21.7%	2.8	3.2	-12.5%	70	72	-2.8%
	Dodge	242,750	250,000	-2.9%	80	103	-22.3%	3.5	2.7	+29.6%	58	54	+7.4%
	Grant	181,000	168,250	+7.6%	53	42	+26.2%	5.0	3.8	+31.6%	64	71	-9.9%
	Green	225,000	272,950	-17.6%	29	45	-35.6%	3.4	3.7	-8.1%	63	73	-13.7%
	Iowa	290,000	281,000	+3.2%	24	27	-11.1%	2.3	3.9	-41.0%	63	70	-10.0%
	Jefferson	350,000	305,000	+14.8%	89	113	-21.2%	2.8	3.1	-9.7%	58	68	-14.7%
	Lafayette	159,000	170,000	-6.5%	16	11	+45.5%	3.8	3.8	0.0%	69	55	+25.5%
	Richland	214,000	218,250	-1.9%	15	20	-25.0%	2.7	4.8	-43.8%	126	93	+35.5%
	Rock	246,000	235,000	+4.7%	195	240	-18.8%	3.1	3.1	0.0%	63	59	+6.8%
	Sauk	288,000	252,250	+14.2%	74	84	-11.9%	4.2	3.2	+31.3%	54	57	-5.3%
	South Central Regional Total	**350,000**	**330,000**	**+6.1%**	**1,320**	**1,607**	**-17.9%**	**3.1**	**3.2**	**-3.1%**	**67**	**67**	**0.0%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**
Southeast	Kenosha	285,900	240,000	+19.1%	157	196	-19.9%	2.7	2.5	+8.0%	48	54	-11.1%
	Milwaukee	250,000	235,000	+6.4%	901	1,167	-22.8%	2.7	2.6	+3.8%	50	52	-3.8%
	Ozaukee	413,000	443,300	-6.8%	108	129	-16.3%	3.0	3.2	-6.3%	62	86	-27.9%
	Racine	250,000	234,250	+6.7%	229	280	-18.2%	2.7	2.9	-6.9%	55	49	+12.2%
	Sheboygan	245,000	245,500	-0.2%	103	148	-30.4%	3.0	2.7	+11.1%	53	53	0.0%
	Walworth	309,250	345,000	-10.4%	134	170	-21.2%	4.1	3.5	+17.1%	62	64	-3.1%
	Washington	365,000	350,000	+4.3%	158	185	-14.6%	3.1	2.8	+10.7%	59	54	+9.3%
	Waukesha	455,000	405,000	+12.3%	488	623	-21.7%	2.9	2.8	+3.6%	58	62	-6.5%
	Southeast Regional Total	**310,000**	**290,000**	**+6.9%**	**2,278**	**2,898**	**-21.4%**	**2.9**	**2.8**	**+3.6%**	**54**	**56**	**-3.6%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**	**7/2023**	**7/2022**	**% Change**
West	Buffalo	210,000	245,000	-14.3%	15	11	+36.4%	3.9	3.5	+11.4%	80	64	+25.0%
	Chippewa	286,250	299,900	-4.6%	64	75	-14.7%	3.9	3.7	+5.4%	65	63	+3.2%
	Dunn	325,000	304,386	+6.8%	52	63	-17.5%	4.4	3.5	+25.7%	60	60	0.0%
	Eau Claire	310,000	299,900	+3.4%	129	165	-21.8%	3.3	3.5	-5.7%	68	58	+17.2%
	Jackson	165,250	192,500	-14.2%	14	22	-36.4%	3.5	3.2	+9.4%	46	65	-29.2%
	La Crosse	290,500	268,000	+8.4%	125	145	-13.8%	2.8	2.7	+3.7%	61	56	+8.9%
	Monroe	235,000	232,450	+1.1%	44	40	+10.0%	3.7	3.1	+19.4%	65	56	+16.1%
	Pepin	NA	NA	NA	9	8	+12.5%	4.6	4.0	+15.0%	61	76	-19.7%
	Pierce	230,000	290,000	-20.7%	26	38	-31.6%	3.6	3.2	+12.5%	54	66	-18.2%
	St. Croix	380,000	363,970	+4.4%	66	108	-38.9%	4.2	3.5	+20.0%	78	64	+21.9%
	Trempealeau	191,000	240,000	-20.4%	35	31	+12.9%	3.6	3.5	+2.9%	64	62	+3.2%
	Vernon	240,000	227,500	+5.5%	23	17	+35.3%	3.6	5.0	-28.0%	119	63	+88.9%
	West Regional Total	**287,500**	**289,900**	**-0.8%**	**602**	**723**	**-16.7%**	**3.6**	**3.4**	**+5.9%**	**67**	**60**	**+11.7%**

Statewide Median Price

7/2023	7/2022	% Change
300,000	279,000	+7.5%

Statewide Sales

7/2023	7/2022	% Change
6,278	7,931	-20.8%

Statewide Avg Days On Market

7/2023	7/2022	% Change
60	60	0.0%

Statewide Months Inventory

7/2023	7/2022	% Change
3.3	3.2	+3.1%

Statewide New Listings

7/2023	7/2022	% Change
7,585	9,219	-17.7%

Statewide Total Listings

7/2023	7/2022	% Change
18,345	23,137	-20.7%

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	1,361	183	5,928	520,150,396	2.8
$125,000 - $199,999	2,885	119	14,861	2,514,842,167	2.3
$200,000 - $349,999	5,480	100	25,008	6,876,153,693	2.6
$350,000 - $499,999	4,245	111	13,389	5,593,819,709	3.8
$500,000+	4,340	123	8,435	6,543,916,163	6.2

Months of Inventory by Broad Urban-Rural Classification

Category	July 2023	June 2022
Metropolitan Counties Combined	2.9	2.9
Micropolitan Counties Combined	3.4	3.2
Rural Counties Combined	4.8	4.3
State Total	3.3	3.2

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 7/2023	Through 7/2022	% Change	Through 7/2023	Through 7/2022	% Change
Central	Adams	225,000	208,000	+8.2%	262	325	-19.4%
	Clark	159,500	160,500	-0.6%	136	183	-25.7%
	Juneau	199,900	163,750	+22.1%	175	218	-19.7%
	Marathon	231,750	219,250	+5.7%	666	894	-25.5%
	Marquette	212,757	215,000	-1.0%	134	153	-12.4%
	Portage	265,000	245,000	+8.2%	333	396	-15.9%
	Waushara	250,000	200,000	+25.0%	150	185	-18.9%
	Wood	174,400	171,900	+1.5%	490	541	-9.4%
	Central Regional Total	**215,000**	**202,400**	**+6.2%**	**2,346**	**2,895**	**-19.0%**

Region	County	YTD Median Price			YTD Sales		
		Through 7/2023	Through 7/2022	% Change	Through 7/2023	Through 7/2022	% Change
Northeast	Brown	305,000	271,950	+12.2%	1,496	1,906	-21.5%
	Calumet	322,500	292,500	+10.3%	280	371	-24.5%
	Door	368,000	351,000	+4.8%	305	373	-18.2%
	Fond du Lac	230,000	185,000	+24.3%	511	720	-29.0%
	Green Lake	212,500	215,000	-1.2%	124	165	-24.8%
	Kewaunee	230,000	192,000	+19.8%	119	139	-14.4%
	Manitowoc	195,000	166,750	+16.9%	447	602	-25.7%
	Marinette	165,000	170,013	-2.9%	322	354	-9.0%
	Menominee	485,000	470,114	+3.2%	13	12	+8.3%
	Oconto	225,000	214,900	+4.7%	231	325	-28.9%
	Outagamie	280,000	260,000	+7.7%	869	1,262	-31.1%
	Shawano	199,950	171,250	+16.8%	198	274	-27.7%
	Waupaca	229,000	192,000	+19.3%	309	348	-11.2%
	Winnebago	246,500	215,500	+14.4%	988	1,244	-20.6%
	Northeast Regional Total	**260,000**	**235,000**	**+10.6%**	**6,212**	**8,095**	**-23.3%**

		YTD Median Price			YTD Sales		
Region	County	Through 7/2023	Through 7/2022	% Change	Through 7/2023	Through 7/2022	% Change
South Central	Columbia	290,000	268,000	+8.2%	343	353	-2.8%
	Crawford	186,000	162,418	+14.5%	89	112	-20.5%
	Dane	410,000	386,250	+6.1%	3,647	4,716	-22.7%
	Dodge	230,000	218,400	+5.3%	451	637	-29.2%
	Grant	175,000	176,000	-0.6%	221	244	-9.4%
	Green	235,000	269,250	-12.7%	215	254	-15.4%
	Iowa	244,750	250,000	-2.1%	140	161	-13.0%
	Jefferson	323,750	298,000	+8.6%	510	707	-27.9%
	Lafayette	191,777	165,000	+16.2%	67	81	-17.3%
	Richland	210,000	197,000	+6.6%	81	100	-19.0%
	Rock	245,000	220,250	+11.2%	1,112	1,328	-16.3%
	Sauk	285,000	265,000	+7.5%	389	498	-21.9%
	South Central Regional Total	**340,000**	**320,000**	**+6.3%**	**7,265**	**9,191**	**-21.0%**

		YTD Median Price			YTD Sales		
Region	County	Through 7/2023	Through 7/2022	% Change	Through 7/2023	Through 7/2022	% Change
Southeast	Kenosha	260,000	245,500	+5.9%	964	1,302	-26.0%
	Milwaukee	238,500	220,050	+8.4%	5,269	7,400	-28.8%
	Ozaukee	420,250	410,000	+2.5%	648	764	-15.2%
	Racine	229,500	223,000	+2.9%	1,279	1,709	-25.2%
	Sheboygan	240,000	217,450	+10.4%	603	787	-23.4%
	Walworth	324,500	312,000	+4.0%	794	1,015	-21.8%
	Washington	361,000	337,250	+7.0%	774	1,054	-26.6%
	Waukesha	435,000	405,000	+7.4%	2,539	3,154	-19.5%
	Southeast Regional Total	**290,000**	**269,000**	**+7.8%**	**12,870**	**17,185**	**-25.1%**

		YTD Median Price			YTD Sales		
Region	County	Through 7/2023	Through 7/2022	% Change	Through 7/2023	Through 7/2022	% Change
West	Buffalo	202,500	156,500	+29.4%	62	72	-13.9%
	Chippewa	292,000	256,685	+13.8%	365	480	-24.0%
	Dunn	287,500	265,000	+8.5%	239	321	-25.5%
	Eau Claire	285,000	280,000	+1.8%	620	822	-24.6%
	Jackson	185,000	180,000	+2.8%	97	124	-21.8%
	La Crosse	275,000	266,000	+3.4%	647	873	-25.9%
	Monroe	220,000	220,000	0.0%	225	300	-25.0%
	Pepin	220,000	205,000	+7.3%	40	39	+2.6%
	Pierce	315,000	277,450	+13.5%	143	200	-28.5%
	St. Croix	365,000	335,000	+9.0%	399	581	-31.3%
	Trempealeau	224,000	220,000	+1.8%	125	193	-35.2%
	Vernon	227,500	211,500	+7.6%	122	122	0.0%
	West Regional Total	**279,900**	**269,000**	**+4.1%**	**3,084**	**4,127**	**-25.3%**

		YTD Median Price			YTD Sales		
Region	County	Through 7/2023	Through 7/2022	% Change	Through 7/2023	Through 7/2022	% Change
North	Ashland	180,000	133,750	+34.6%	91	130	-30.0%
	Barron	249,900	239,000	+4.6%	340	440	-22.7%
	Bayfield	275,000	262,000	+5.0%	87	134	-35.1%
	Burnett	291,500	300,000	-2.8%	205	279	-26.5%
	Douglas	215,500	200,000	+7.8%	264	309	-14.6%
	Florence	NA	222,000	NA	8	13	-38.5%
	Forest	185,000	180,500	+2.5%	60	74	-18.9%
	Iron	250,000	253,500	-1.4%	55	62	-11.3%
	Langlade	150,000	151,250	-0.8%	150	208	-27.9%
	Lincoln	185,000	173,500	+6.6%	195	277	-29.6%
	Oneida	254,500	260,000	-2.1%	274	389	-29.6%
	Polk	278,950	265,000	+5.3%	284	442	-35.7%
	Price	160,500	150,000	+7.0%	154	231	-33.3%
	Rusk	184,500	169,000	+9.2%	82	103	-20.4%
	Sawyer	310,000	287,000	+8.0%	173	226	-23.5%
	Taylor	191,500	173,500	+10.4%	116	124	-6.5%
	Vilas	367,750	351,000	+4.8%	242	320	-24.4%
	Washburn	310,000	250,000	+24.0%	141	183	-23.0%
	North Regional Total	**240,000**	**230,500**	**+4.1%**	**2,921**	**3,944**	**-25.9%**

YTD Statewide Median Price **YTD Statewide Sales**

Through 7/2023	Through 7/2022	% Change
285,000	263,000	+8.4%

Through 7/2023	Through 7/2022	% Change
34,698	45,437	-23.6%