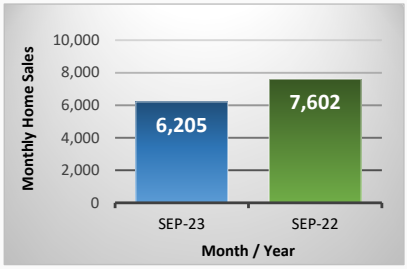
Summary of Wisconsin Housing Statistics

September 2023 Report Card

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

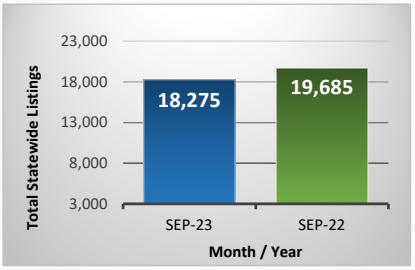
MONTHLY HOME SALES



September 2023	September 2022
6,205	**7,602**
HOMES SOLD	HOMES SOLD

from last year **-18.4%**

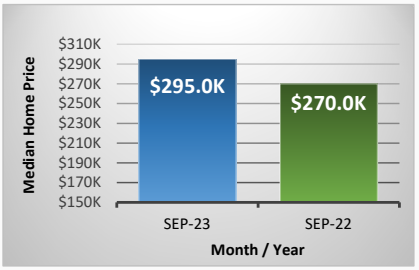
TOTAL STATEWIDE LISTINGS



September 2023	September 2022
18,275	**19,685**
ACTIVE LISTINGS	ACTIVE LISTINGS

from last year **-7.2%**

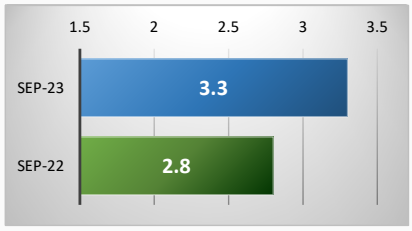
MEDIAN HOME PRICE



September 2023	September 2022
$295,000	**$270,000**
MEDIAN PRICE IN WI	MEDIAN PRICE IN WI

from last year **9.3%**

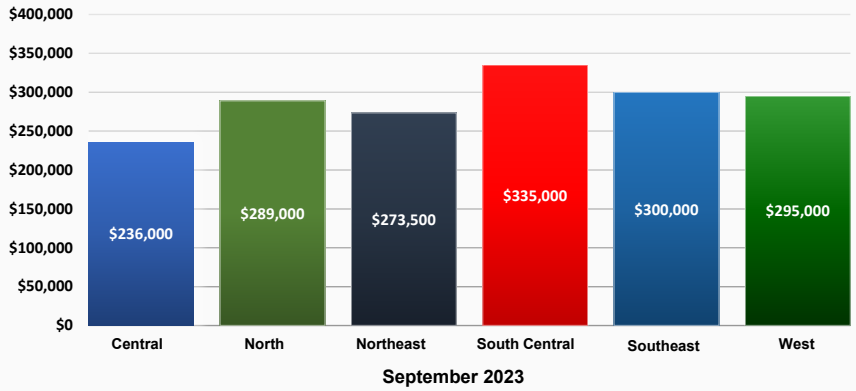
MONTHS OF INVENTORY



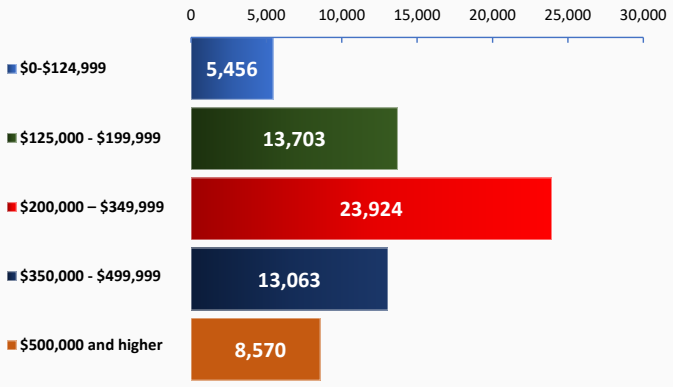
September 2023	September 2022
3.30	**2.80**
MONTHS	MONTHS

from last year **17.9%**

MEDIAN PRICES BY REGION

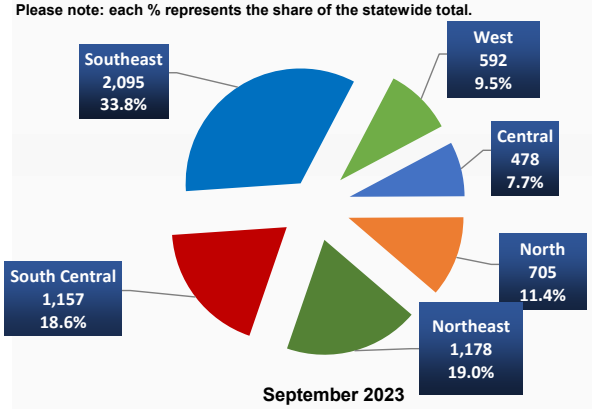


HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION

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

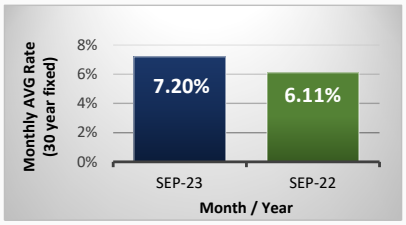


Summary of Wisconsin Housing Statistics

September 2023 Report Card

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

MORTGAGE INTEREST RATES

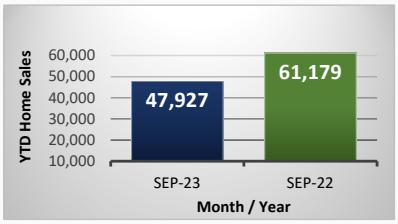


September 2023	September 2022
7.20%	**6.11%**
AVG 30 YR. FIXED	AVG 30 YR. FIXED

from last year ↑ **109** BASIS POINTS

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

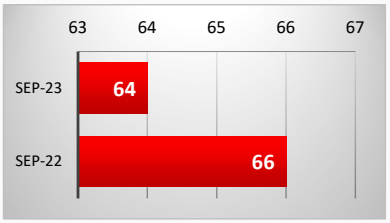
YEAR-TO-DATE HOME SALES



Year-to-Date 2023	Year-to-Date 2022
47,927	**61,179**
HOMES SOLD THRU 9/23	HOMES SOLD THRU 9/22

from last year ↓ **-21.7%**

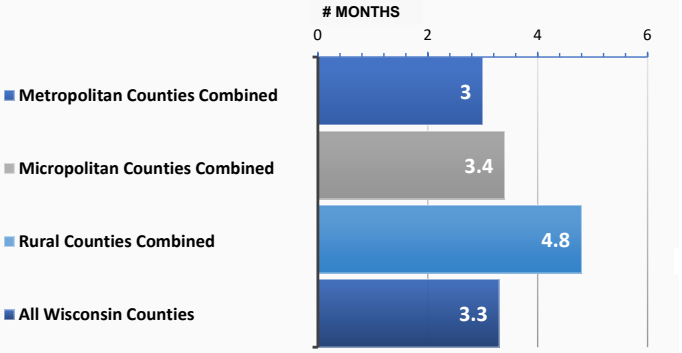
AVG DAYS ON MARKET



September 2023	September 2022
64	**66**
DAYS ON MKT	DAYS ON MKT

from last year ↓ **-3.0%**

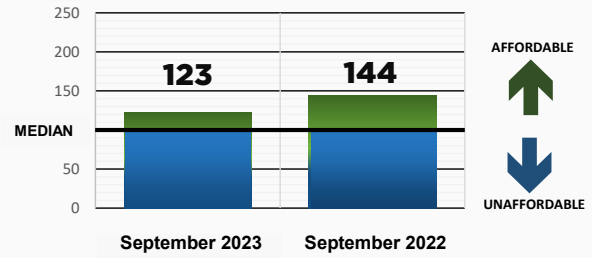
MONTHS OF INVENTORY BY URBAN CLASSIFICATION



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 14.60% from Sep. 2022



September 2023 WI Real Estate Summary

Tight Inventories Limit Existing Home Sales and Drive Up Median Prices

TALKING POINTS

- The Wisconsin market for existing homes remains a strong seller's market, which hampered home sales and drove up median prices over the last 12 months. Home sales dropped 18.4% between September 2022 and September 2023, and median prices rose 9.3% to $295,000 over that same period.
- Through the first three quarters of 2023, sales of existing homes fell 21.7% relative to the first nine months of 2022, and the median price rose to $289,000, which represents a 9.1% increase over the same nine-month period last year.
- Mortgage rates averaged 7.20% in September 2023, which is more than a percentage point higher than this time last year when the rate stood at 6.11%. It is more than twice the rate of September 2021 when rates were just 2.90%.
- The increase in mortgage rates has affected both the demand and supply sides of the market. Current owners, many of whom refinanced during the period of low mortgage rates, are reluctant to list their homes since that means financing a new purchase at much higher rates. Likewise, some buyers have pulled out of the market given the higher cost of financing. These higher rates are particularly challenging for first-time buyers who rely more heavily on financing to purchase a home.
- Overall, supply remains very tight. With just 3.3 months of supply in September, the state remains well short of a balanced market that is characterized by six months of supply. With only 18,275 total listings in September, we would need a 77% increase in listings to get back to a balanced market.
- Affordability continues to suffer. The Wisconsin Housing Affordability Index measures the percent of the median-priced home that a buyer with median family income would qualify to purchase assuming a 20% down payment and a 30-year fixed-mortgage at current rates financing the remainder of the balance. The index held at 123 for the second straight month, which is its lowest point since the WRA began tracking the index in 2009. This is a 14.6% decline from last year when the index stood at 144.

LISTING PICTURE SHOWS PROMISE



"For the second straight month, the annual decline in new listings has been below 4%, which is a significant improvement from earlier trends where the decline was much larger. Now we're starting to see promising signs for total listings as well, which had the lowest annual reduction in total listings in nearly two years. Hopefully these supply trends continue."

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

UNMET DEMAND PERSISTS DESPITE HIGHER MORTGAGE RATES



"Mortgage rates are at their highest point since late 2000, which priced a lot of first-time buyers out of the market for now. This means our available supply goes further, which is why our months of inventory have improved slightly. But we still have a long way to go before millennial demand is met and the housing market becomes balanced."

Michael Theo
President & CEO, Wisconsin REALTORS® Association

SIGNIFICANT HOUSING PRICE CORRECTION UNLIKELY



"The Great Recession brought a significant home price correction as the housing bubble burst and foreclosures spiked. We're in a much different situation now. Although rising home prices and rising mortgage rates have pushed affordability to record-low levels, there is very little chance we will see a similar price correction in this market. Current owners are well positioned to weather an economic downturn given the mortgage rates they locked in, and strong demand from millennials will keep housing prices from falling like they did after that recession."

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		
	Sep 2023	Sep 2022	% Change		Sep 2023	Sep 2022	% Change
Unit Sales	6,205	7,602	-18.4%		47,927	61,179	-21.7%
Median Price	$295,000	$270,000	+9.3%		$289,000	$265,000	+9.1%
New Listings	7,082	7,363	-3.8%		X	X	X
Total Listings	18,275	19,685	-7.2%		X	X	X
Months of Inventory	3.3	2.8	+17.9%		X	X	X
Average Days on Market	64	66	-3.0%		X	X	X
WI Housing Affordability Index	123	144	-14.6%		X	X	X

Housing Price Range Statistics

Price Range	Total Sep 2023 Listings	Average Days on Market (Oct 2022 - Sep 2023)	Total Sold (Oct 2022 - Sep 2023)	Total Volume Sold (Oct 2022 - Sep 2023)	Months of Inventory (Oct 2022 - Sep 2023)
$0-$124,999	1,409	163	5,456	$479,791,523	3.1
$125,000 - $199,999	2,957	103	13,703	$2,325,633,186	2.6
$200,000 – $349,999	5,572	92	23,924	$6,595,840,224	2.8
$350,000 - $499,999	4,142	106	13,063	$5,464,947,446	3.8
$500,000 and higher	4,191	120	8,570	$6,662,961,380	5.9

Inventory by Urban Classification

County type	Sep 2023	Sep 2022
Metropolitan Counties Combined	3.0	2.5
Micropolitan Counties Combined	3.4	2.8
Rural Counties Combined	4.8	4.0
All Wisconsin Counties	3.3	2.8

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: September 2023 | State: WI | Type: Residential

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**
Central	Adams	219,900	226,000	-2.7%	65	77	-15.6%	4.1	3.4	+20.6%	72	72	0.0%
	Clark	199,000	180,000	+10.6%	21	38	-44.7%	4.4	3.3	+33.3%	67	77	-13.0%
	Juneau	203,000	155,500	+30.5%	30	36	-16.7%	4.8	3.8	+26.3%	80	67	+19.4%
	Marathon	243,000	210,000	+15.7%	161	148	+8.8%	3.2	2.7	+18.5%	61	57	+7.0%
	Marquette	255,000	231,000	+10.4%	18	24	-25.0%	4.6	4.3	+7.0%	88	84	+4.8%
	Portage	275,000	234,000	+17.5%	66	79	-16.5%	3.2	2.3	+39.1%	57	63	-9.5%
	Waushara	235,000	224,998	+4.4%	43	28	+53.6%	3.2	3.5	-8.6%	63	62	+1.6%
	Wood	219,500	174,900	+25.5%	74	83	-10.8%	3.0	2.6	+15.4%	63	68	-7.4%
	Central Regional Total	**236,000**	**204,000**	**+15.7%**	**478**	**513**	**-6.8%**	**3.5**	**3.0**	**+16.7%**	**65**	**66**	**-1.5%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**
North	Ashland	245,000	155,000	+58.1%	17	29	-41.4%	7.0	5.8	+20.7%	80	81	-1.2%
	Barron	277,500	223,500	+24.2%	82	96	-14.6%	3.9	3.9	0.0%	75	61	+23.0%
	Bayfield	346,500	320,000	+8.3%	25	39	-35.9%	7.3	4.7	+55.3%	100	76	+31.6%
	Burnett	309,900	250,000	+24.0%	49	58	-15.5%	4.1	3.2	+28.1%	61	52	+17.3%
	Douglas	229,750	215,000	+6.9%	56	72	-22.2%	4.0	2.7	+48.1%	68	65	+4.6%
	Florence	NA	NA	NA	2	6	-66.7%	3.6	7.3	-50.7%	80	51	+56.9%
	Forest	355,000	128,000	+177.3%	16	23	-30.4%	9.4	4.9	+91.8%	85	89	-4.5%
	Iron	199,900	196,500	+1.7%	15	10	+50.0%	5.9	5.1	+15.7%	82	122	-32.8%
	Langlade	190,000	140,000	+35.7%	28	45	-37.8%	3.6	3.4	+5.9%	50	79	-36.7%
	Lincoln	255,000	160,000	+59.4%	57	46	+23.9%	3.8	2.8	+35.7%	74	71	+4.2%
	Oneida	240,000	305,000	-21.3%	73	97	-24.7%	4.9	3.5	+40.0%	78	64	+21.9%
	Polk	325,000	285,000	+14.0%	66	78	-15.4%	3.3	3.0	+10.0%	61	70	-12.9%
	Price	184,950	135,000	+37.0%	40	35	+14.3%	6.6	4.4	+50.0%	79	73	+8.2%
	Rusk	210,000	211,000	-0.5%	19	30	-36.7%	5.6	3.3	+69.7%	76	82	-7.3%
	Sawyer	359,950	299,500	+20.2%	38	48	-20.8%	5.8	5.0	+16.0%	78	63	+23.8%
	Taylor	200,000	182,000	+9.9%	13	16	-18.8%	4.2	4.6	-8.7%	76	560	-86.4%
	Vilas	499,000	280,000	+78.2%	80	71	+12.7%	5.0	4.6	+8.7%	80	79	+1.3%
	Washburn	374,000	225,000	+66.2%	29	38	-23.7%	5.5	4.8	+14.6%	86	60	+43.3%
	North Regional Total	**289,000**	**244,700**	**+18.1%**	**705**	**837**	**-15.8%**	**4.8**	**3.9**	**+23.1%**	**74**	**79**	**-6.3%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**
Northeast	Brown	313,000	275,000	+13.8%	266	285	-6.7%	3.0	2.9	+3.4%	60	59	+1.7%
	Calumet	348,483	300,000	+16.2%	56	71	-21.1%	3.9	3.1	+25.8%	87	66	+31.8%
	Door	462,500	399,950	+15.6%	77	82	-6.1%	8.5	6.4	+32.8%	102	86	+18.6%
	Fond du Lac	242,000	205,500	+17.8%	90	140	-35.7%	3.1	2.5	+24.0%	55	64	-14.1%
	Green Lake	221,500	218,326	+1.5%	36	25	+44.0%	4.1	4.8	-14.6%	88	72	+22.2%
	Kewaunee	290,000	189,000	+53.4%	15	26	-42.3%	4.6	3.4	+35.3%	91	60	+51.7%
	Manitowoc	195,000	180,000	+8.3%	71	115	-38.3%	2.5	2.4	+4.2%	58	57	+1.8%
	Marinette	205,000	155,000	+32.3%	45	82	-45.1%	3.9	3.1	+25.8%	73	62	+17.7%
	Menominee	NA	NA	NA	3	4	-25.0%	4.9	7.1	-31.0%	104	66	+57.6%
	Oconto	220,000	187,000	+17.6%	58	60	-3.3%	4.1	3.0	+36.7%	61	65	-6.2%
	Outagamie	290,000	270,000	+7.4%	178	237	-24.9%	3.2	2.1	+52.4%	60	60	0.0%
	Shawano	204,950	193,000	+6.2%	50	41	+22.0%	3.3	3.0	+10.0%	76	64	+18.8%
	Waupaca	195,000	200,000	-2.5%	51	63	-19.0%	3.4	3.0	+13.3%	67	68	-1.5%
	Winnebago	250,500	226,400	+10.6%	182	231	-21.2%	2.6	2.4	+8.3%	55	61	-9.8%
	Northeast Regional Total	**273,500**	**242,250**	**+12.9%**	**1,178**	**1,462**	**-19.4%**	**3.5**	**2.9**	**+20.7%**	**66**	**63**	**+4.8%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**
South Central	Columbia	311,500	272,500	+14.3%	72	62	+16.1%	3.3	3.2	+3.1%	58	64	-9.4%
	Crawford	207,500	180,000	+15.3%	18	20	-10.0%	3.8	3.8	0.0%	79	77	+2.6%
	Dane	412,900	380,000	+8.7%	492	703	-30.0%	2.8	2.5	+12.0%	75	76	-1.3%
	Dodge	275,000	216,500	+27.0%	85	90	-5.6%	3.2	2.3	+39.1%	62	70	-11.4%
	Grant	200,000	176,500	+13.3%	50	40	+25.0%	3.7	4.0	-7.5%	77	65	+18.5%
	Green	325,500	280,000	+16.3%	34	39	-12.8%	3.0	3.1	-3.2%	63	82	-23.2%
	Iowa	295,000	265,000	+11.3%	21	33	-36.4%	3.6	3.3	+9.1%	82	74	+10.8%
	Jefferson	325,000	296,250	+9.7%	91	128	-28.9%	3.0	2.6	+15.4%	76	68	+11.8%
	Lafayette	167,500	160,000	+4.7%	16	13	+23.1%	3.1	4.1	-24.4%	52	75	-30.7%
	Richland	NA	203,000	NA	6	25	-76.0%	3.6	4.3	-16.3%	76	71	+7.0%
	Rock	250,000	245,000	+2.0%	198	219	-9.6%	3.1	2.6	+19.2%	58	67	-13.4%
	Sauk	277,500	273,500	+1.5%	74	88	-15.9%	4.5	2.7	+66.7%	67	72	-6.9%
	South Central Regional Total	**335,000**	**322,045**	**+4.0%**	**1,157**	**1,460**	**-20.8%**	**3.1**	**2.7**	**+14.8%**	**69**	**73**	**-5.5%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**
Southeast	Kenosha	275,500	273,000	+0.9%	150	191	-21.5%	2.5	2.3	+8.7%	51	61	-16.4%
	Milwaukee	245,000	230,000	+6.5%	846	1,037	-18.4%	3.0	2.3	+30.4%	50	54	-7.4%
	Ozaukee	437,750	388,000	+12.8%	100	124	-19.4%	2.9	2.6	+11.5%	67	71	-5.6%
	Racine	250,000	225,715	+10.8%	209	270	-22.6%	2.8	2.7	+3.7%	58	57	+1.8%
	Sheboygan	265,000	227,500	+16.5%	108	122	-11.5%	2.8	2.5	+12.0%	72	68	+5.9%
	Walworth	357,000	330,000	+8.2%	152	190	-20.0%	3.7	3.1	+19.4%	76	64	+18.8%
	Washington	379,500	340,000	+11.6%	152	171	-11.1%	3.0	2.5	+20.0%	61	61	0.0%
	Waukesha	440,000	420,000	+4.8%	378	545	-30.6%	2.9	2.3	+26.1%	60	63	-4.8%
	Southeast Regional Total	**300,000**	**285,000**	**+5.3%**	**2,095**	**2,650**	**-20.9%**	**3.0**	**2.4**	**+25.0%**	**57**	**59**	**-3.4%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**	**9/2023**	**9/2022**	**% Change**
West	Buffalo	237,500	210,000	+13.1%	10	13	-23.1%	4.4	4.0	+10.0%	65	72	-9.7%
	Chippewa	322,500	269,450	+19.7%	78	60	+30.0%	3.4	3.5	-2.9%	63	70	-10.0%
	Dunn	254,900	260,000	-2.0%	58	62	-6.5%	3.9	3.7	+5.4%	87	65	+33.8%
	Eau Claire	285,000	285,000	0.0%	102	144	-29.2%	3.7	2.9	+27.6%	54	69	-21.7%
	Jackson	241,000	224,500	+7.3%	19	22	-13.6%	4.1	3.3	+24.2%	123	84	+46.4%
	La Crosse	291,000	255,000	+14.1%	124	144	-13.9%	2.4	2.3	+4.3%	62	63	-1.6%
	Monroe	225,000	230,000	-2.2%	33	41	-19.5%	3.8	2.8	+35.7%	65	63	+3.2%
	Pepin	NA	NA	NA	6	8	-25.0%	4.9	4.3	+14.0%	150	59	+154.2%
	Pierce	289,000	300,000	-3.7%	33	29	+13.8%	3.0	3.3	-9.1%	58	107	-45.8%
	St. Croix	360,000	342,500	+5.1%	80	92	-13.0%	4.0	3.0	+33.3%	70	66	+6.1%
	Trempealeau	230,000	185,000	+24.3%	17	33	-48.5%	4.1	3.1	+32.3%	62	65	-4.6%
	Vernon	235,000	218,450	+7.6%	32	32	0.0%	3.4	4.1	-17.1%	61	117	-47.9%
	West Regional Total	**295,000**	**267,000**	**+10.5%**	**592**	**680**	**-12.9%**	**3.5**	**3.0**	**+16.7%**	**67**	**71**	**-5.6%**

Statewide Median Price

9/2023	9/2022	% Change
295,000	270,000	+9.3%

Statewide Sales

9/2023	9/2022	% Change
6,205	7,602	-18.4%

Statewide Avg Days On Market

9/2023	9/2022	% Change
64	66	-3.0%

Statewide Months Inventory

9/2023	9/2022	% Change
3.3	2.8	+17.9%

Statewide New Listings

9/2023	9/2022	% Change
7,082	7,363	-3.8%

Statewide Total Listings

9/2023	9/2022	% Change
18,275	19,685	-7.2%

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	1,409	163	5,456	479,791,523	3.1
$125,000 - $199,999	2,957	103	13,703	2,325,633,186	2.6
$200,000 - $349,999	5,572	92	23,924	6,595,840,224	2.8
$350,000 - $499,999	4,142	106	13,063	5,464,947,446	3.8
$500,000+	4,191	120	8,570	6,662,961,380	5.9

Months of Inventory by Broad Urban-Rural Classification

Category	September 2023	September 2022
Metropolitan Counties Combined	3.0	2.5
Micropolitan Counties Combined	3.4	2.8
Rural Counties Combined	4.8	4.0
State Total	3.3	2.8

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 9/2023	Through 9/2022	% Change	Through 9/2023	Through 9/2022	% Change
North	Ashland	190,000	148,000	+28.4%	135	189	-28.6%
	Barron	258,350	238,900	+8.1%	496	625	-20.6%
	Bayfield	266,000	265,000	+0.4%	146	210	-30.5%
	Burnett	300,000	280,500	+7.0%	312	391	-20.2%
	Douglas	225,000	200,500	+12.2%	389	453	-14.1%
	Florence	300,000	250,000	+20.0%	13	21	-38.1%
	Forest	231,000	191,000	+20.9%	93	130	-28.5%
	Iron	260,000	240,000	+8.3%	83	83	0.0%
	Langlade	154,700	150,000	+3.1%	214	307	-30.3%
	Lincoln	204,950	170,000	+20.6%	312	378	-17.5%
	Oneida	269,000	266,500	+0.9%	427	578	-26.1%
	Polk	284,500	270,000	+5.4%	430	615	-30.1%
	Price	175,000	152,500	+14.8%	233	299	-22.1%
	Rusk	189,000	197,000	-4.1%	118	162	-27.2%
	Sawyer	327,000	299,900	+9.0%	259	333	-22.2%
	Taylor	200,000	174,000	+14.9%	149	153	-2.6%
	Vilas	383,410	340,000	+12.8%	377	464	-18.8%
	Washburn	319,500	245,000	+30.4%	222	258	-14.0%
	North Regional Total	**250,000**	**235,000**	**+6.4%**	**4,408**	**5,649**	**-22.0%**

Region	County	YTD Median Price			YTD Sales		
		Through 9/2023	Through 9/2022	% Change	Through 9/2023	Through 9/2022	% Change
South Central	Columbia	297,500	275,000	+8.2%	473	513	-7.8%
	Crawford	189,000	165,000	+14.5%	118	143	-17.5%
	Dane	412,700	388,986	+6.1%	4,746	6,212	-23.6%
	Dodge	245,000	220,000	+11.4%	640	819	-21.9%
	Grant	190,000	175,000	+8.6%	329	318	+3.5%
	Green	256,500	280,000	-8.4%	287	337	-14.8%
	Iowa	245,000	255,000	-3.9%	174	216	-19.4%
	Jefferson	325,000	300,000	+8.3%	703	953	-26.2%
	Lafayette	189,389	164,950	+14.8%	96	108	-11.1%
	Richland	215,000	200,000	+7.5%	95	145	-34.5%
	Rock	248,000	229,500	+8.1%	1,511	1,797	-15.9%
	Sauk	285,000	270,000	+5.6%	536	671	-20.1%
	South Central Regional Total	**340,000**	**320,000**	**+6.3%**	**9,708**	**12,232**	**-20.6%**

Region	County	YTD Median Price			YTD Sales		
		Through 9/2023	Through 9/2022	% Change	Through 9/2023	Through 9/2022	% Change
West	Buffalo	208,000	172,450	+20.6%	83	94	-11.7%
	Chippewa	300,250	259,000	+15.9%	526	623	-15.6%
	Dunn	279,900	263,050	+6.4%	358	446	-19.7%
	Eau Claire	290,000	280,000	+3.6%	842	1,125	-25.2%
	Jackson	190,000	190,000	0.0%	131	163	-19.6%
	La Crosse	285,000	265,000	+7.5%	915	1,188	-23.0%
	Monroe	225,000	220,000	+2.3%	298	388	-23.2%
	Pepin	225,000	202,500	+11.1%	57	53	+7.5%
	Pierce	315,000	280,000	+12.5%	207	263	-21.3%
	St. Croix	365,250	335,000	+9.0%	568	789	-28.0%
	Trempealeau	224,000	207,000	+8.2%	172	263	-34.6%
	Vernon	229,000	215,000	+6.5%	177	182	-2.7%
	West Regional Total	**286,000**	**267,000**	**+7.1%**	**4,334**	**5,577**	**-22.3%**

		YTD Median Price			YTD Sales		
Region	County	Through 9/2023	Through 9/2022	% Change	Through 9/2023	Through 9/2022	% Change
Central	Adams	225,000	201,500	+11.7%	392	458	-14.4%
	Clark	165,900	165,000	+0.5%	189	260	-27.3%
	Juneau	207,000	170,000	+21.8%	241	301	-19.9%
	Marathon	240,000	220,000	+9.1%	976	1,194	-18.3%
	Marquette	240,000	220,000	+9.1%	181	194	-6.7%
	Portage	269,687	245,500	+9.9%	478	552	-13.4%
	Waushara	230,000	200,000	+15.0%	225	259	-13.1%
	Wood	177,777	172,000	+3.4%	647	727	-11.0%
	Central Regional Total	**222,500**	**205,000**	**+8.5%**	**3,329**	**3,945**	**-15.6%**

		YTD Median Price			YTD Sales		
Region	County	Through 9/2023	Through 9/2022	% Change	Through 9/2023	Through 9/2022	% Change
Northeast	Brown	307,000	274,900	+11.7%	2,045	2,545	-19.6%
	Calumet	325,000	297,988	+9.1%	395	520	-24.0%
	Door	388,000	363,000	+6.9%	459	528	-13.1%
	Fond du Lac	231,000	193,000	+19.7%	713	999	-28.6%
	Green Lake	224,900	220,000	+2.2%	184	222	-17.1%
	Kewaunee	240,000	199,900	+20.1%	149	193	-22.8%
	Manitowoc	193,000	173,000	+11.6%	595	838	-29.0%
	Marinette	167,250	170,000	-1.6%	408	507	-19.5%
	Menominee	485,000	470,114	+3.2%	23	20	+15.0%
	Oconto	229,000	210,000	+9.0%	340	431	-21.1%
	Outagamie	282,000	261,239	+7.9%	1,243	1,736	-28.4%
	Shawano	205,000	177,000	+15.8%	294	374	-21.4%
	Waupaca	211,600	190,250	+11.2%	416	476	-12.6%
	Winnebago	250,000	220,000	+13.6%	1,367	1,698	-19.5%
	Northeast Regional Total	**265,000**	**237,000**	**+11.8%**	**8,631**	**11,087**	**-22.2%**

		YTD Median Price			YTD Sales		
Region	County	Through 9/2023	Through 9/2022	% Change	Through 9/2023	Through 9/2022	% Change
Southeast	Kenosha	264,650	250,000	+5.9%	1,300	1,693	-23.2%
	Milwaukee	240,000	225,000	+6.7%	7,102	9,559	-25.7%
	Ozaukee	425,000	407,495	+4.3%	865	1,022	-15.4%
	Racine	237,000	226,590	+4.6%	1,738	2,274	-23.6%
	Sheboygan	244,000	224,700	+8.6%	850	1,044	-18.6%
	Walworth	330,000	315,000	+4.8%	1,119	1,381	-19.0%
	Washington	365,000	335,850	+8.7%	1,095	1,422	-23.0%
	Waukesha	435,000	409,700	+6.2%	3,448	4,294	-19.7%
	Southeast Regional Total	**295,000**	**272,000**	**+8.5%**	**17,517**	**22,689**	**-22.8%**

YTD Statewide Median Price

Through 9/2023	Through 9/2022	% Change
289,000	265,000	+9.1%

YTD Statewide Sales

Through 9/2023	Through 9/2022	% Change
47,927	61,179	-21.7%