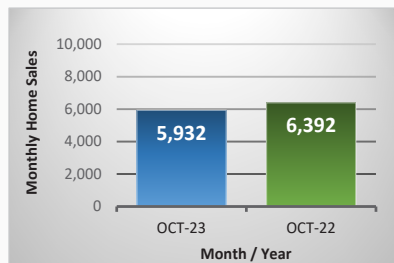


October 2023 WI Real Estate Report

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

MONTHLY HOME SALES



October 2023

5,932

HOMES SOLD

October 2022

6,392

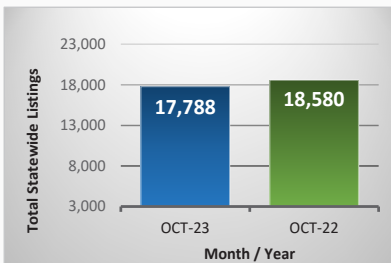
HOMES SOLD

from last year



-7.2%

TOTAL STATEWIDE LISTINGS



October 2023

17,788

ACTIVE LISTINGS

October 2022

18,580

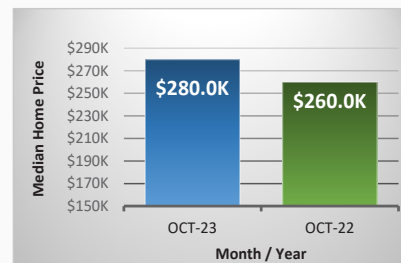
ACTIVE LISTINGS

from last year



-4.3%

MEDIAN HOME PRICE



October 2023

\$280,000

MEDIAN PRICE IN WI

October 2022

\$260,000

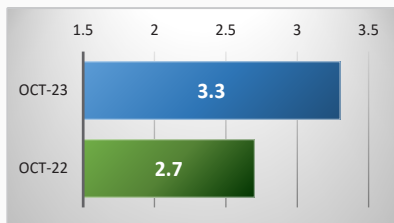
MEDIAN PRICE IN WI

from last year



7.7%

MONTHS OF INVENTORY



October 2023

3.30

MONTHS

October 2022

2.70

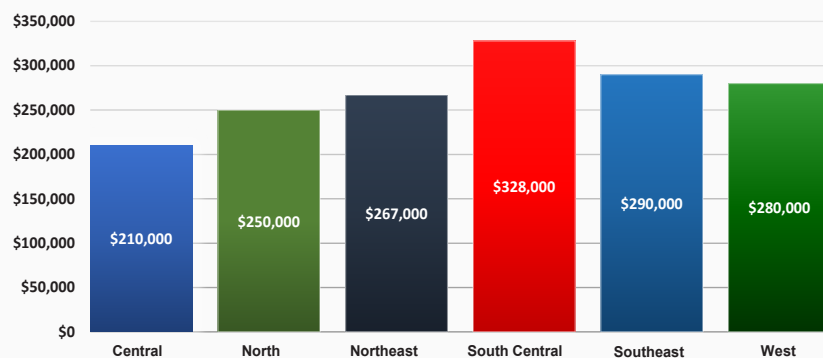
MONTHS

from last year



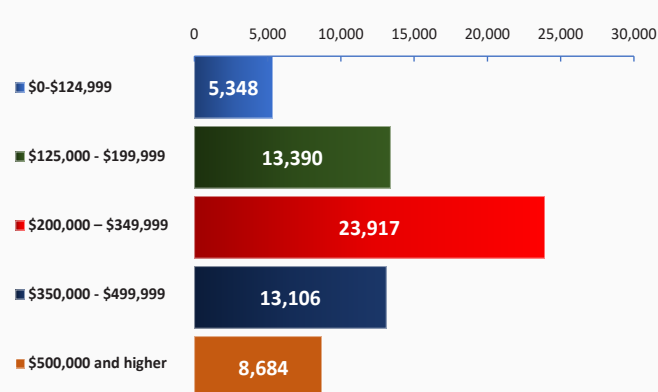
22.2%

MEDIAN PRICES BY REGION



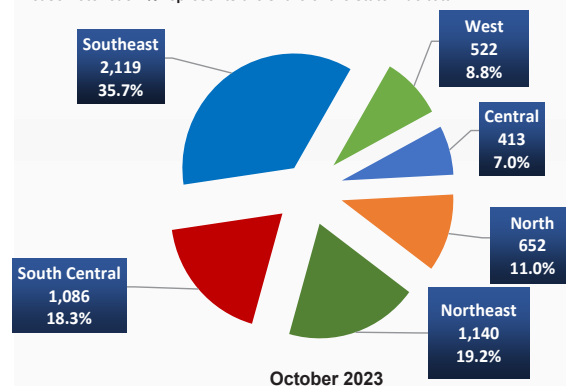
October 2023

HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION

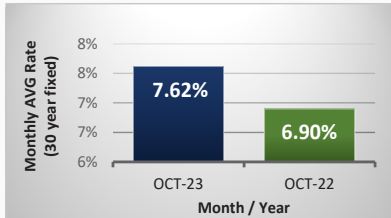
Please note: each % represents the share of the statewide total.



October 2023



MORTGAGE INTEREST RATES



October 2023

7.62%

AVG 30 YR. FIXED

October 2022

6.90%

AVG 30 YR. FIXED

from last year

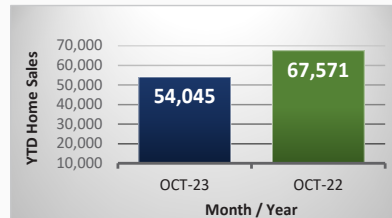


72

BASIS POINTS



YEAR-TO-DATE HOME SALES



Year-to-Date 2023

54,045

HOMES SOLD THRU 10/23

Year-to-Date 2022

67,571

HOMES SOLD THRU 10/22

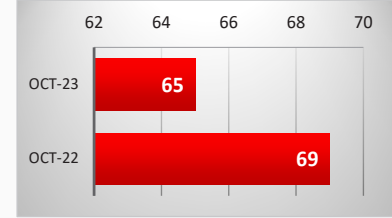
from last year



-20.0%



AVG DAYS ON MARKET



October 2023

65

DAYS ON MKT

October 2022

69

DAYS ON MKT

from last year

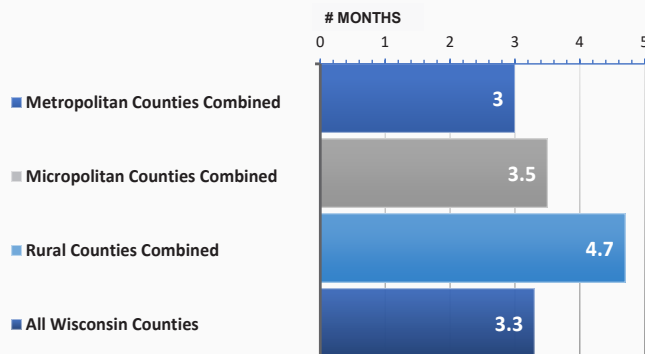


-5.8%

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



MONTHS OF INVENTORY BY URBAN CLASSIFICATION

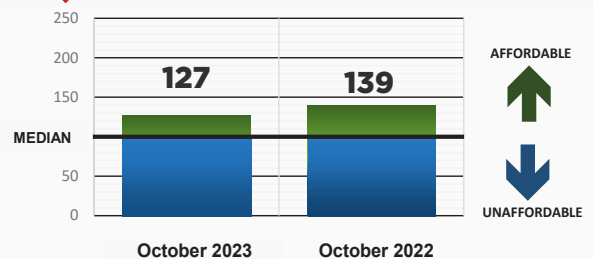


HOUSING AFFORDABILITY INDEX

A value of 100 means a family with the median income has exactly enough income to qualify for a mortgage on a median-priced home.



Index Down 8.60% from Oct. 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.



October Home Sales Fall at Slower Pace Amid Softening Demand

TALKING POINTS

- Mortgage rates continued to rise in October, softening demand pressure slightly as we move into the off-peak housing market. Existing home sales fell by just 7.2% in October 2023 compared to October 2022, which is the first time since August 2022 that the annualized decline in sales has been in the single digits. The median price rose 7.7% to \$280,000 over that same 12-month period.
- Regionally, all but one region had sales decline by less than 10% over the past 12 months. Specifically, compared to October 2022, sales dropped between 6.1% and 6.3% in three regions — the North, Northeast and Southeast — and sales fell 8% in the South Central region and 9.7% in the West region. The Central region dropped 11.2% over the past year.
- Year-to-date sales are still down by double digits, falling 20% compared to the first 10 months of 2022, and the statewide median price rose to \$287,000, which is 8.3% higher than the January-through-October period last year.
- Mortgage rates averaged 7.62% in October, which is up from 7.20% in September, and up from 6.90% a year earlier.
- This continues to be a strong seller's market with just 3.3 months of supply, which is well short of the benchmark of six months that signals a balanced market. Still, there has been continued improvement in supply compared to a year earlier with just 2.7 months of supply.
- October new listings rose 2% from a year earlier, which represents the first evidence of positive annual growth since February 2022 when new listings increased 1.1%. This pushed total listings to 17,788 homes, which is just 4.3% below the October 2022 levels.

IMPROVEMENT IN NEW LISTINGS



"The largest source of housing supply by far comes from sellers listing existing homes, so it is encouraging to see our new listings grow on a year-over-year basis. Hopefully this trend continues and leads to more affordable options for first-time buyers in the coming year."

Joe Horning

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

OPPORTUNITIES IN OFF-PEAK SEASON



"This is still a challenging market for buyers, but at least we are seeing some slight improvement on the supply side. This is a good time for buyers to remain engaged with their REALTOR®. Price pressure typically softens a bit in the off-peak season because there are typically fewer competitors during the late fall and winter months."

Michael Theo

President & CEO, Wisconsin REALTORS® Association

ONGOING PROGRESS ON INFLATION



"The actions of the Federal Reserve Bank have helped ease inflationary pressures, which will likely cause the Fed to pause its rate hikes for the remainder of the year. And while the growth of real GDP was quite strong in the third quarter, there are signs that consumer expectations regarding the future are beginning to wane. This is actually good news as it suggests that the Fed won't need to increase short-term interest rates to further slow the economy."

Dave Clark

Professor Emeritus of Economics and WRA Consultant



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 608-241-2047
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Summary of Wisconsin Housing Statistics

	Monthly			Year to Date		
	Oct 2023	Oct 2022	% Change	Oct 2023	Oct 2022	% Change
Unit Sales	5,932	6,392	-7.2%	54,045	67,571	-20.0%
Median Price	\$280,000	\$260,000	+7.7%	\$287,000	\$265,000	+8.3%
New Listings	6,719	6,590	+2.0%	X	X	X
Total Listings	17,788	18,580	-4.3%	X	X	X
Months of Inventory	3.3	2.7	+22.2%	X	X	X
Average Days on Market	65	69	-5.8%	X	X	X
WI Housing Affordability Index	127	139	-8.6%	X	X	X

Housing Price Range Statistics

Price Range	Total Oct 2023 Listings	Average Days on Market (Nov 2022 - Oct 2023)	Total Sold (Nov 2022 - Oct 2023)	Total Volume Sold (Nov 2022 - Oct 2023)	Months of Inventory (Nov 2022 - Oct 2023)
\$0-\$124,999	1,403	169	5,348	\$471,273,723	3.1
\$125,000 - \$199,999	2,912	111	13,390	\$2,278,346,084	2.6
\$200,000 - \$349,999	5,398	97	23,917	\$6,598,646,767	2.7
\$350,000 - \$499,999	4,030	114	13,106	\$5,481,984,277	3.7
\$500,000 and higher	4,054	130	8,684	\$6,709,144,417	5.6

Inventory by Urban Classification

County type	Oct 2023	Oct 2022
Metropolitan Counties Combined	3.0	2.5
Micropolitan Counties Combined	3.5	2.6
Rural Counties Combined	4.7	3.8
All Wisconsin Counties	3.3	2.7

Metropolitan counties include: Brown, Calumet, Chippewa, Columbia, Dane, Douglas, Eau Claire, Fond du Lac, Green, Iowa, Kenosha, Kewaunee, La Crosse, Lincoln, Marathon, Milwaukee, Oconto, Ozaukee, Outagamie, Pierce, Racine, Rock, Sheboygan, St. Croix, Washington, Waukesha, and Winnebago.

Micropolitan counties include: Dodge, Dunn, Florence, Grant, Jefferson, 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: October 2023 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
Central	Adams	234,750	191,065	+22.9%	44	41	+7.3%	4.5	3.3	+36.4%	63	116	-45.7%
	Clark	184,000	144,700	+27.2%	17	24	-29.2%	4.5	3.3	+36.4%	51	66	-22.7%
	Juneau	233,250	178,443	+30.7%	32	36	-11.1%	4.9	3.6	+36.1%	73	84	-13.1%
	Marathon	220,000	215,000	+2.3%	127	144	-11.8%	3.1	2.4	+29.2%	60	65	-7.7%
	Marquette	176,000	168,000	+4.8%	18	20	-10.0%	4.4	3.9	+12.8%	73	61	+19.7%
	Portage	225,000	243,750	-7.7%	64	72	-11.1%	3.4	1.7	+100.0%	59	60	-1.7%
	Waushara	180,000	228,950	-21.4%	23	38	-39.5%	3.5	3.3	+6.1%	65	58	+12.1%
	Wood	190,000	189,500	+0.3%	88	90	-2.2%	2.9	2.3	+26.1%	57	72	-20.8%
Central Regional Total		210,000	200,000	+5.0%	413	465	-11.2%	3.6	2.7	+33.3%	61	71	-14.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
North	Ashland	189,000	121,500	+55.6%	21	36	-41.7%	7.6	4.6	+65.2%	83	85	-2.4%
	Barron	280,000	216,888	+29.1%	67	86	-22.1%	3.6	3.6	0.0%	81	67	+20.9%
	Bayfield	290,000	190,000	+52.6%	21	25	-16.0%	7.3	3.9	+87.2%	97	79	+22.8%
	Burnett	210,000	275,000	-23.6%	44	41	+7.3%	3.6	2.9	+24.1%	78	76	+2.6%
	Douglas	194,450	200,000	-2.8%	42	53	-20.8%	4.2	2.6	+61.5%	47	64	-26.6%
	Florence	NA	NA	NA	2	NA	NA	4.0	8.3	-51.8%	58	NA	NA
	Forest	232,000	185,000	+25.4%	19	13	+46.2%	8.6	5.4	+59.3%	92	80	+15.0%
	Iron	320,000	265,700	+20.4%	13	14	-7.1%	5.3	4.6	+15.2%	80	75	+6.7%
	Langlade	225,000	162,000	+38.9%	31	31	0.0%	3.8	3.3	+15.2%	59	118	-50.0%
	Lincoln	212,500	269,950	-21.3%	38	48	-20.8%	4.2	3.0	+40.0%	64	69	-7.2%
	Oneida	350,000	290,000	+20.7%	80	67	+19.4%	4.0	3.7	+8.1%	75	62	+21.0%
	Polk	270,000	250,000	+8.0%	46	63	-27.0%	3.5	2.6	+34.6%	59	64	-7.8%
	Price	178,850	132,000	+35.5%	40	27	+48.1%	5.8	4.3	+34.9%	98	87	+12.6%
	Rusk	245,000	120,000	+104.2%	27	22	+22.7%	5.3	2.9	+82.8%	103	75	+37.3%
	Sawyer	302,500	285,000	+6.1%	50	35	+42.9%	4.6	5.4	-14.8%	82	64	+28.1%
	Taylor	214,900	190,000	+13.1%	17	25	-32.0%	4.3	3.6	+19.4%	112	86	+30.2%
	Vilas	300,000	322,500	-7.0%	58	74	-21.6%	4.8	3.8	+26.3%	71	94	-24.5%
	Washburn	300,000	209,500	+43.2%	36	36	0.0%	4.6	4.5	+2.2%	76	68	+11.8%
North Regional Total		250,000	223,500	+11.9%	652	696	-6.3%	4.5	3.6	+25.0%	77	75	+2.7%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
Northeast	Brown	310,500	285,000	+8.9%	236	230	+2.6%	3.0	2.8	+7.1%	57	64	-10.9%
	Calumet	317,450	236,900	+34.0%	58	70	-17.1%	3.4	2.8	+21.4%	68	71	-4.2%
	Door	505,000	403,500	+25.2%	76	79	-3.8%	8.2	6.1	+34.4%	93	84	+10.7%
	Fond du Lac	239,000	210,750	+13.4%	106	102	+3.9%	3.0	2.4	+25.0%	56	73	-23.3%
	Green Lake	364,000	242,500	+50.1%	22	33	-33.3%	4.3	4.5	-4.4%	69	78	-11.5%
	Kewaunee	270,000	267,500	+0.9%	22	16	+37.5%	4.9	3.9	+25.6%	82	75	+9.3%
	Manitowoc	213,000	169,900	+25.4%	77	97	-20.6%	2.9	2.3	+26.1%	63	58	+8.6%
	Marinette	173,250	179,500	-3.5%	52	57	-8.8%	3.9	3.1	+25.8%	51	72	-29.2%
	Menominee	NA	NA	NA	4	6	-33.3%	3.8	3.2	+18.8%	62	73	-15.1%
	Oconto	214,900	290,000	-25.9%	43	55	-21.8%	4.2	2.4	+75.0%	71	69	+2.9%
	Outagamie	270,000	255,900	+5.5%	176	185	-4.9%	3.5	2.2	+59.1%	61	58	+5.2%
	Shawano	190,000	182,000	+4.4%	33	49	-32.7%	3.7	2.7	+37.0%	57	68	-16.2%
	Waupaca	230,000	177,000	+29.9%	45	49	-8.2%	3.8	3.3	+15.2%	76	81	-6.2%
	Winnebago	250,000	227,500	+9.9%	190	186	+2.2%	2.3	2.4	-4.2%	56	53	+5.7%
	Northeast Regional Total	267,000	243,250	+9.8%	1,140	1,214	-6.1%	3.5	2.8	+25.0%	62	65	-4.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
South Central	Columbia	315,500	235,000	+34.3%	44	43	+2.3%	3.7	3.8	-2.6%	63	59	+6.8%
	Crawford	245,000	235,000	+4.3%	11	15	-26.7%	4.6	3.9	+17.9%	56	80	-30.0%
	Dane	399,360	381,330	+4.7%	494	556	-11.2%	2.8	2.4	+16.7%	76	77	-1.3%
	Dodge	260,000	240,750	+8.0%	72	82	-12.2%	3.2	2.3	+39.1%	74	81	-8.6%
	Grant	162,500	187,000	-13.1%	36	41	-12.2%	3.8	3.6	+5.6%	105	66	+59.1%
	Green	246,500	250,000	-1.4%	32	35	-8.6%	3.2	3.1	+3.2%	80	113	-29.2%
	Iowa	256,000	257,500	-0.6%	17	22	-22.7%	3.7	3.2	+15.6%	65	70	-7.1%
	Jefferson	324,900	280,000	+16.0%	75	101	-25.7%	3.1	2.3	+34.8%	96	76	+26.3%
	Lafayette	195,300	150,500	+29.8%	10	18	-44.4%	3.6	3.5	+2.9%	72	65	+10.8%
	Richland	NA	123,600	NA	9	21	-57.1%	5.0	3.9	+28.2%	56	55	+1.8%
	Rock	250,000	244,950	+2.1%	197	182	+8.2%	3.2	2.7	+18.5%	64	76	-15.8%
	Sauk	265,000	288,000	-8.0%	89	64	+39.1%	3.9	2.7	+44.4%	75	66	+13.6%
	South Central Regional Total	328,000	312,250	+5.0%	1,086	1,180	-8.0%	3.1	2.6	+19.2%	75	76	-1.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
Southeast	Kenosha	291,000	254,500	+14.3%	150	174	-13.8%	2.4	2.3	+4.3%	48	62	-22.6%
	Milwaukee	240,000	223,499	+7.4%	925	880	+5.1%	2.9	2.3	+26.1%	53	62	-14.5%
	Ozaukee	425,000	400,000	+6.3%	101	92	+9.8%	2.7	2.8	-3.6%	77	79	-2.5%
	Racine	261,973	231,500	+13.2%	180	262	-31.3%	2.8	2.6	+7.7%	49	60	-18.3%
	Sheboygan	245,250	200,000	+22.6%	102	117	-12.8%	2.7	2.3	+17.4%	58	57	+1.8%
	Walworth	365,000	315,000	+15.9%	128	170	-24.7%	3.8	3.0	+26.7%	71	80	-11.3%
	Washington	344,400	330,000	+4.4%	129	153	-15.7%	3.2	2.3	+39.1%	56	64	-12.5%
	Waukesha	428,700	400,000	+7.2%	404	411	-1.7%	2.8	2.4	+16.7%	63	64	-1.6%
Southeast Regional Total		290,000	269,900	+7.4%	2,119	2,259	-6.2%	2.9	2.4	+20.8%	57	64	-10.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
West	Buffalo	235,000	NA	NA	11	8	+37.5%	4.3	5.0	-14.0%	115	71	+62.0%
	Chippewa	242,500	286,750	-15.4%	66	64	+3.1%	3.4	3.5	-2.9%	66	70	-5.7%
	Dunn	295,000	238,000	+23.9%	40	58	-31.0%	4.3	3.2	+34.4%	74	72	+2.8%
	Eau Claire	285,000	275,000	+3.6%	107	115	-7.0%	3.9	2.9	+34.5%	60	67	-10.4%
	Jackson	233,750	159,450	+46.6%	24	18	+33.3%	4.4	3.7	+18.9%	125	76	+64.5%
	La Crosse	272,000	274,000	-0.7%	100	125	-20.0%	2.5	2.2	+13.6%	55	60	-8.3%
	Monroe	255,750	181,500	+40.9%	36	34	+5.9%	4.0	2.9	+37.9%	64	63	+1.6%
	Pepin	220,000	NA	NA	14	3	+366.7%	2.4	4.6	-47.8%	66	60	+10.0%
	Pierce	318,000	319,900	-0.6%	19	25	-24.0%	3.0	3.1	-3.2%	85	108	-21.3%
	St. Croix	366,000	350,000	+4.6%	63	73	-13.7%	3.9	3.2	+21.9%	68	73	-6.8%
	Trempealeau	238,000	215,000	+10.7%	19	27	-29.6%	5.0	2.9	+72.4%	57	70	-18.6%
	Vernon	225,000	192,450	+16.9%	23	28	-17.9%	3.7	3.8	-2.6%	69	71	-2.8%
West Regional Total		280,000	263,950	+6.1%	522	578	-9.7%	3.6	3.0	+20.0%	68	69	-1.4%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
280,000	260,000	+7.7%	5,932	6,392	-7.2%	65	69	-5.8%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
10/2023	10/2022	% Change	10/2023	10/2022	% Change	10/2023	10/2022	% Change
3.3	2.7	+22.2%	6,719	6,590	+2.0%	17,788	18,580	-4.3%

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	1,403	169	5,348	471,273,723	3.1
\$125,000 - \$199,999	2,912	111	13,390	2,278,346,084	2.6
\$200,000 - \$349,999	5,398	97	23,917	6,598,646,767	2.7
\$350,000 - \$499,999	4,030	114	13,106	5,481,984,277	3.7
\$500,000+	4,054	130	8,684	6,709,144,417	5.6

Months of Inventory by Broad Urban-Rural Classification		
Category	October 2023	October 2022
Metropolitan Counties Combined	3.0	2.5
Micropolitan Counties Combined	3.5	2.6
Rural Counties Combined	4.7	3.8
State Total	3.3	2.7



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 10/2023	Through 10/2022	% Change	Through 10/2023	Through 10/2022	% Change
North	Ashland	189,500	145,000	+30.7%	156	225	-30.7%
	Barron	259,950	235,000	+10.6%	564	711	-20.7%
	Bayfield	275,000	259,000	+6.2%	168	235	-28.5%
	Burnett	295,000	280,000	+5.4%	358	432	-17.1%
	Douglas	220,000	200,000	+10.0%	431	506	-14.8%
	Florence	300,000	250,000	+20.0%	15	21	-28.6%
	Forest	231,000	190,000	+21.6%	113	143	-21.0%
	Iron	261,000	240,000	+8.8%	96	97	-1.0%
	Langlade	159,000	154,500	+2.9%	245	338	-27.5%
	Lincoln	205,000	176,500	+16.1%	354	426	-16.9%
	Oneida	279,000	271,750	+2.7%	510	645	-20.9%
	Polk	283,000	265,000	+6.8%	476	678	-29.8%
	Price	175,000	150,450	+16.3%	277	326	-15.0%
	Rusk	189,000	177,700	+6.4%	145	184	-21.2%
	Sawyer	325,000	293,750	+10.6%	309	368	-16.0%
	Taylor	200,000	185,000	+8.1%	167	178	-6.2%
	Vilas	375,500	339,950	+10.5%	438	538	-18.6%
	Washburn	310,000	242,000	+28.1%	259	294	-11.9%
North Regional Total		250,000	235,000	+6.4%	5,081	6,345	-19.9%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2023	Through 10/2022	% Change	Through 10/2023	Through 10/2022	% Change
Northeast	Brown	309,444	275,000	+12.5%	2,301	2,775	-17.1%
	Calumet	323,450	290,000	+11.5%	456	590	-22.7%
	Door	401,000	370,000	+8.4%	535	607	-11.9%
	Fond du Lac	235,000	195,000	+20.5%	822	1,101	-25.3%
	Green Lake	230,000	228,000	+0.9%	207	255	-18.8%
	Kewaunee	245,000	202,500	+21.0%	171	209	-18.2%
	Manitowoc	195,000	172,000	+13.4%	673	935	-28.0%
	Marinette	168,500	170,000	-0.9%	461	564	-18.3%
	Menominee	485,000	490,000	-1.0%	27	26	+3.8%
	Oconto	226,500	216,500	+4.6%	384	486	-21.0%
	Outagamie	280,000	261,000	+7.3%	1,427	1,921	-25.7%
	Shawano	200,000	177,000	+13.0%	328	423	-22.5%
	Waupaca	215,000	190,000	+13.2%	463	525	-11.8%
	Winnebago	250,000	220,000	+13.6%	1,565	1,884	-16.9%
	Northeast Regional Total	265,000	238,000	+11.3%	9,820	12,301	-20.2%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2023	Through 10/2022	% Change	Through 10/2023	Through 10/2022	% Change
South Central	Columbia	300,000	270,000	+11.1%	521	556	-6.3%
	Crawford	189,000	172,500	+9.6%	129	158	-18.4%
	Dane	410,000	387,700	+5.8%	5,252	6,768	-22.4%
	Dodge	249,450	220,000	+13.4%	712	901	-21.0%
	Grant	180,000	176,000	+2.3%	365	359	+1.7%
	Green	255,000	276,500	-7.8%	320	372	-14.0%
	Iowa	245,000	255,000	-3.9%	191	238	-19.7%
	Jefferson	325,000	297,750	+9.2%	779	1,054	-26.1%
	Lafayette	193,339	163,950	+17.9%	106	126	-15.9%
	Richland	207,500	192,500	+7.8%	104	166	-37.3%
	Rock	249,000	229,900	+8.3%	1,713	1,979	-13.4%
	Sauk	285,000	274,900	+3.7%	627	735	-14.7%
	South Central Regional Total	340,000	320,000	+6.3%	10,819	13,412	-19.3%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2023	Through 10/2022	% Change	Through 10/2023	Through 10/2022	% Change
Southeast	Kenosha	265,000	250,100	+6.0%	1,451	1,867	-22.3%
	Milwaukee	240,000	225,000	+6.7%	8,054	10,439	-22.8%
	Ozaukee	425,000	406,745	+4.5%	967	1,114	-13.2%
	Racine	240,000	227,500	+5.5%	1,921	2,536	-24.3%
	Sheboygan	244,000	220,000	+10.9%	955	1,161	-17.7%
	Walworth	335,000	315,000	+6.3%	1,251	1,551	-19.3%
	Washington	362,000	335,000	+8.1%	1,225	1,575	-22.2%
	Waukesha	435,000	407,000	+6.9%	3,867	4,705	-17.8%
Southeast Regional Total		295,000	272,000	+8.5%	19,691	24,948	-21.1%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2023	Through 10/2022	% Change	Through 10/2023	Through 10/2022	% Change
West	Buffalo	209,000	175,000	+19.4%	94	102	-7.8%
	Chippewa	300,000	260,000	+15.4%	594	687	-13.5%
	Dunn	280,000	260,000	+7.7%	398	504	-21.0%
	Eau Claire	290,000	280,000	+3.6%	950	1,240	-23.4%
	Jackson	197,450	181,500	+8.8%	158	181	-12.7%
	La Crosse	282,000	265,000	+6.4%	1,020	1,313	-22.3%
	Monroe	226,500	219,000	+3.4%	340	422	-19.4%
	Pepin	225,000	203,750	+10.4%	71	56	+26.8%
	Pierce	315,000	283,500	+11.1%	227	288	-21.2%
	St. Croix	366,000	335,000	+9.3%	635	862	-26.3%
	Trempealeau	224,000	209,900	+6.7%	191	290	-34.1%
	Vernon	225,000	211,000	+6.6%	202	210	-3.8%
West Regional Total		285,000	266,000	+7.1%	4,880	6,155	-20.7%

Region	County	YTD Median Price			YTD Sales		
		Through 10/2023	Through 10/2022	% Change	Through 10/2023	Through 10/2022	% Change
Central	Adams	225,000	197,500	+13.9%	439	499	-12.0%
	Clark	166,450	164,950	+0.9%	206	284	-27.5%
	Juneau	210,000	170,000	+23.5%	273	337	-19.0%
	Marathon	239,900	220,000	+9.0%	1,105	1,338	-17.4%
	Marquette	226,500	216,500	+4.6%	201	214	-6.1%
	Portage	264,250	245,500	+7.6%	546	624	-12.5%
	Waushara	225,000	202,000	+11.4%	249	297	-16.2%
	Wood	180,000	174,500	+3.2%	735	817	-10.0%
Central Regional Total		220,000	205,000	+7.3%	3,754	4,410	-14.9%

YTD Statewide Median Price

Through 10/2023	Through 10/2022	% Change
287,000	265,000	+8.3%

YTD Statewide Sales

Through 10/2023	Through 10/2022	% Change
54,045	67,571	-20.0%