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Tight Inventories Drive Home Prices Up but Sales Still Grow in August

MADISON, Wis. — Housing inventories tightened in August, putting strong upward pressure on home prices, but a continuing strong economy resulted in a solid increase in home sales according to the most recent analysis of the existing home market by the Wisconsin REALTORS® Association (WRA). August home sales increased 3.3 percent compared to August 2017, and the median price increased 5 percent to \$189,000 over that same 12-month period. Inventories have remained weak throughout the year, which has kept year-to-date sales down slightly compared to 2017. Specifically, sales for the first eight months of 2018 are 1.9 percent lower than the January through August period of 2017, and median prices were up 6.9 percent over the same period. This is more than twice the annual inflation rate, which has ranged between 2.1 percent and 2.9 percent throughout 2018.

“Summer is a time when we sell a lot of homes in the state, and while it has been a good summer season, we’ve been hurt by weak supply,” said Peter Sveum, WRA chairman. A typical summer accounts for 32 percent of the annual sales of homes, which is the most activity of any season of the year. Weak inventories throughout this summer kept sales 3.2 percent lower than the June-August sales in 2017.** It is important to remember that we are comparing 2017, which was a very strong summer in terms of sale volume.

Sveum noted regional sales tended to be stronger in those regions with more inventory. August sales rose 24.8 percent in the North region, which had 8.8 months of inventory, and they were up 11 percent in the Central region, which had 5.7 months of supply. Sales were up between 6 percent and 7.2 percent in the Northeast and West regions, and both of these areas had inventory in the range of 4.5 to 5.3 months. In contrast, the South Central region had 4.2 months of supply and its sales fell 5.5 percent. Likewise, sales fell 0.9 percent in the Southeast region, which had just 4 months of available supply. “Still, REALTORS® have been doing a great job finding homes for buyers, even with the tight supply,” he said.

“The national economy is growing at a robust pace, which has given a strong boost to consumer confidence,” said WRA President & CEO Michael Theo. The second quarter real GDP growth was 4.2 percent on an annualized basis, and the Conference Board’s Index of Consumer Confidence was at its highest level in nearly 18 years. In Wisconsin, the unemployment rate has been below 3 percent since March this year, and the August rate was 2.9 percent in the state, which was a full percent lower than the national rate. “The strong economy continues to fuel the growth in home prices and has pushed mortgage rates up as well, but it also leads to higher incomes for Wisconsin families,” said Theo. As a result, the impact on affordability has changed only slightly over the last 12 months. The Wisconsin Housing Affordability Index shows the percent of the median-priced home that a buyer with median family income qualifies to purchase, assuming a 20 percent down payment and 30-year fixed-rate mortgage on the remainder of the balance. The index fell from 205 percent in August 2017 to 194 percent in August this year. “First-time buyers can still find real value in this market if they have their financing lined up and are prepared to move quickly,” said Theo. “A REALTOR® who is experienced is still the best way to navigate this tight housing market,” he said.

** A previously undetected coding error falsely indicated inventory improvements over the past two months. The June and July releases, available at www.wra.org/HomeSalesReports, have been revised to reflect the corrected data. We apologize for any inconveniences.

The Wisconsin REALTORS® Association is one of the largest trade associations in the state, representing over 15,700 real estate brokers, sales people 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 Wisconsin REALTORS® Association are subject to revision if more complete data become 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 which accesses MLS data directly and in real time. Data prior to January 2015 are derived from the Techmark system which 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.



Wisconsin Housing Statistics						
	Monthly			Year-to-Date		
	August 2018	August 2017	% Change	Jan-Aug 2018	Jan-Aug 2017	% Change
Unit Sales	9,101	8,812	+3.3%	56,095	57,179	-1.9%
Median Price	\$189,000	\$180,000	+5.0%	\$184,900	\$172,900	+6.9%
New Listings	10,322	10,359	-0.4%	x	x	x
Total Listings	33,746	40,706	-17.1%	x	x	x
Months of Inventory	4.9	5.8	-15.5%	x	x	x
Average Days on Market	93	103	-9.7%	x	x	x
WI Housing Affordability Index	194	205	-5.4%	x	x	x

Housing Price Range Statistics					
Price Range	Total Aug 2018 Listings	Average Days on Market (Sep 2017 - Aug 2018)	Total Sold (Sep 2017 - Aug 2018)	Total Volume Sold (Sep 2017 - Aug 2018)	Months of Inventory (Sep 2017 - Aug 2018)
\$0-\$124,999	7,514	123	21,332	\$1,742,352,119	4.2
\$125,000 - \$199,999	8,249	87	25,565	\$4,063,883,462	3.9
\$200,000 - \$349,999	9,751	98	24,964	\$6,521,287,032	4.7
\$350,000 - \$499,999	4,042	113	7,221	\$2,908,584,584	6.7
\$500,000 and higher	3,469	157	3,415	\$2,461,519,323	12.2



Report Criteria: Reflecting data for: August 2018 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
Central	Adams	143,950	128,500	+12.0%	82	61	+34.4%	7.8	11.5	-32.2%	133	175	-24.0%
	Clark	101,250	94,000	+7.7%	30	41	-26.8%	7.5	8.8	-14.8%	229	176	+30.1%
	Juneau	137,450	128,000	+7.4%	38	35	+8.6%	7.6	10.5	-27.6%	121	206	-41.3%
	Marathon	153,000	162,000	-5.6%	185	180	+2.8%	4.9	5.3	-7.5%	89	103	-13.6%
	Marquette	133,500	121,000	+10.3%	28	29	-3.4%	8.8	13.3	-33.8%	200	193	+3.6%
	Portage	184,900	184,250	+0.4%	105	94	+11.7%	4.4	5.4	-18.5%	78	105	-25.7%
	Waushara	160,000	130,000	+23.1%	54	45	+20.0%	6.7	9.2	-27.2%	143	218	-34.4%
	Wood	120,500	105,000	+14.8%	124	97	+27.8%	4.2	4.8	-12.5%	77	140	-45.0%
Central Regional Total		146,000	142,000	+2.8%	646	582	+11.0%	5.7	7.1	-19.7%	108	142	-23.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
North	Ashland	105,000	101,000	+4.0%	23	18	+27.8%	13.2	18.3	-27.9%	222	172	+29.1%
	Barron	170,000	154,000	+10.4%	94	73	+28.8%	6.9	7.9	-12.7%	108	114	-5.3%
	Bayfield	165,000	144,900	+13.9%	35	39	-10.3%	16.7	15.7	+6.4%	206	171	+20.5%
	Burnett	170,000	179,900	-5.5%	85	69	+23.2%	5.4	9.1	-40.7%	121	149	-18.8%
	Douglas	130,000	150,000	-13.3%	70	53	+32.1%	7.1	7.7	-7.8%	89	78	+14.1%
	Florence	NA	NA	NA	2	2	0.0%	23.0	34.5	-33.3%	117	92	+27.2%
	Forest	158,000	155,000	+1.9%	18	11	+63.6%	12.5	16.8	-25.6%	115	243	-52.7%
	Iron	NA	NA	NA	7	10	-30.0%	17.5	22.0	-20.5%	350	301	+16.3%
	Langlade	95,000	105,250	-9.7%	33	40	-17.5%	8.2	11.0	-25.5%	152	158	-3.8%
	Lincoln	139,500	100,575	+38.7%	68	40	+70.0%	6.6	9.9	-33.3%	112	128	-12.5%
	Oneida	159,450	190,000	-16.1%	140	67	+109.0%	7.9	13.7	-42.3%	151	182	-17.0%
	Polk	179,450	157,450	+14.0%	120	108	+11.1%	5.6	5.2	+7.7%	79	105	-24.8%
	Price	83,900	119,900	-30.0%	30	25	+20.0%	13.4	15.3	-12.4%	249	252	-1.2%
	Rusk	104,900	90,000	+16.6%	21	29	-27.6%	9.9	11.8	-16.1%	139	221	-37.1%
	Sawyer	255,200	207,500	+23.0%	68	52	+30.8%	12.2	16.8	-27.4%	204	159	+28.3%
	Taylor	109,950	101,300	+8.5%	20	19	+5.3%	8.6	9.9	-13.1%	101	142	-28.9%
Vilas	250,000	207,000	+20.8%	91	79	+15.2%	10.9	16.8	-35.1%	178	193	-7.8%	
Washburn	172,500	141,000	+22.3%	50	47	+6.4%	9.6	12.6	-23.8%	128	182	-29.7%	
North Regional Total		160,000	152,000	+5.3%	975	781	+24.8%	8.8	11.5	-23.5%	139	155	-10.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
Northeast	Brown	182,250	181,750	+0.3%	390	360	+8.3%	4.4	4.0	+10.0%	72	85	-15.3%
	Calumet	173,000	179,500	-3.6%	79	80	-1.3%	4.4	5.5	-20.0%	76	102	-25.5%
	Door	202,250	183,250	+10.4%	98	82	+19.5%	9.7	15.0	-35.3%	255	183	+39.3%
	Fond du Lac	154,000	156,750	-1.8%	143	172	-16.9%	4.9	6.0	-18.3%	104	106	-1.9%
	Green Lake	115,000	157,500	-27.0%	43	40	+7.5%	8.4	14.1	-40.4%	184	258	-28.7%
	Kewaunee	150,000	145,000	+3.4%	31	31	0.0%	6.6	5.7	+15.8%	75	142	-47.2%
	Manitowoc	120,500	127,950	-5.8%	128	118	+8.5%	4.4	6.1	-27.9%	111	118	-5.9%
	Marinette	129,900	92,250	+40.8%	100	78	+28.2%	9.0	11.6	-22.4%	134	217	-38.2%
	Menominee	NA	NA	NA	7	11	-36.4%	10.8	8.7	+24.1%	235	231	+1.7%
	Oconto	132,450	145,000	-8.7%	98	71	+38.0%	7.5	10.8	-30.6%	148	147	+0.7%
	Outagamie	177,000	157,000	+12.7%	259	245	+5.7%	3.7	3.9	-5.1%	71	72	-1.4%
	Shawano	153,500	118,000	+30.1%	49	65	-24.6%	6.5	7.0	-7.1%	178	162	+9.9%
	Waupaca	159,375	132,450	+20.3%	94	76	+23.7%	7.1	8.7	-18.4%	140	148	-5.4%
	Winnebago	163,500	138,000	+18.5%	269	258	+4.3%	4.1	4.6	-10.9%	75	85	-11.8%
Northeast Regional Total		160,000	152,000	+5.3%	1,788	1,687	+6.0%	5.3	6.2	-14.5%	105	114	-7.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
South Central	Columbia	189,950	210,000	-9.5%	84	92	-8.7%	4.9	6.2	-21.0%	95	105	-9.5%
	Crawford	140,000	132,500	+5.7%	15	21	-28.6%	8.3	10.2	-18.6%	147	143	+2.8%
	Dane	280,000	270,000	+3.7%	896	931	-3.8%	3.5	4.0	-12.5%	81	87	-6.9%
	Dodge	160,000	140,000	+14.3%	98	121	-19.0%	5.0	5.4	-7.4%	84	93	-9.7%
	Grant	127,500	119,900	+6.3%	43	57	-24.6%	6.4	6.8	-5.9%	95	105	-9.5%
	Green	210,000	182,500	+15.1%	54	64	-15.6%	4.1	4.4	-6.8%	90	102	-11.8%
	Iowa	148,500	184,000	-19.3%	28	20	+40.0%	6.8	7.5	-9.3%	86	107	-19.6%
	Jefferson	215,000	190,000	+13.2%	125	147	-15.0%	4.6	4.6	0.0%	84	100	-16.0%
	Lafayette	136,000	100,000	+36.0%	20	9	+122.2%	5.3	8.6	-38.4%	89	290	-69.3%
	Richland	118,750	145,500	-18.4%	18	22	-18.2%	6.2	7.6	-18.4%	89	115	-22.6%
	Rock	165,000	143,700	+14.8%	245	262	-6.5%	4.0	4.1	-2.4%	74	85	-12.9%
	Sauk	183,500	189,900	-3.4%	114	95	+20.0%	5.5	7.3	-24.7%	106	131	-19.1%
South Central Regional Total		230,000	220,000	+4.5%	1,740	1,841	-5.5%	4.2	4.7	-10.6%	84	95	-11.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
Southeast	Kenosha	175,000	169,900	+3.0%	284	265	+7.2%	3.5	4.4	-20.5%	64	86	-25.6%
	Milwaukee	164,000	155,000	+5.8%	1,167	1,175	-0.7%	3.6	4.7	-23.4%	71	83	-14.5%
	Ozaukee	312,500	275,900	+13.3%	130	163	-20.2%	4.4	5.0	-12.0%	85	86	-1.2%
	Racine	170,000	171,500	-0.9%	294	281	+4.6%	3.8	4.6	-17.4%	66	81	-18.5%
	Sheboygan	170,000	152,000	+11.8%	157	143	+9.8%	4.5	5.5	-18.2%	85	98	-13.3%
	Walworth	211,900	183,000	+15.8%	213	204	+4.4%	6.6	7.3	-9.6%	109	110	-0.9%
	Washington	245,000	229,000	+7.0%	223	239	-6.7%	3.6	4.4	-18.2%	71	82	-13.4%
	Waukesha	300,500	279,950	+7.3%	608	634	-4.1%	4.0	4.3	-7.0%	73	78	-6.4%
Southeast Regional Total		202,000	195,000	+3.6%	3,076	3,104	-0.9%	4.0	4.8	-16.7%	74	84	-11.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
West	Buffalo	156,500	129,000	+21.3%	13	18	-27.8%	8.5	12.8	-33.6%	74	91	-18.7%
	Chippewa	162,900	178,000	-8.5%	87	93	-6.5%	5.3	5.6	-5.4%	76	104	-26.9%
	Dunn	181,350	162,450	+11.6%	96	72	+33.3%	5.3	5.6	-5.4%	105	100	+5.0%
	Eau Claire	196,450	168,900	+16.3%	146	148	-1.4%	4.0	4.3	-7.0%	100	79	+26.6%
	Jackson	132,450	165,000	-19.7%	22	17	+29.4%	7.7	8.3	-7.2%	118	106	+11.3%
	La Crosse	192,500	179,500	+7.2%	153	140	+9.3%	3.2	4.0	-20.0%	63	72	-12.5%
	Monroe	173,000	155,000	+11.6%	70	63	+11.1%	6.3	7.5	-16.0%	108	109	-0.9%
	Pepin	101,200	165,000	-38.7%	17	15	+13.3%	4.2	9.9	-57.6%	241	142	+69.7%
	Pierce	210,000	214,450	-2.1%	53	50	+6.0%	3.1	5.3	-41.5%	97	84	+15.5%
	St. Croix	260,988	225,000	+16.0%	168	149	+12.8%	3.2	3.7	-13.5%	77	95	-18.9%
	Trempealeau	192,000	158,000	+21.5%	18	24	-25.0%	7.4	6.9	+7.2%	81	97	-16.5%
	Vernon	155,000	176,000	-11.9%	33	28	+17.9%	7.7	8.7	-11.5%	80	134	-40.3%
West Regional Total		192,000	178,900	+7.3%	876	817	+7.2%	4.5	5.2	-13.5%	89	92	-3.3%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
189,000	180,000	+5.0%	9,101	8,812	+3.3%	93	103	-9.7%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
8/2018	8/2017	% Change	8/2018	8/2017	% Change	8/2018	8/2017	% Change
4.9	5.8	-15.5%	10,322	10,359	-0.4%	33,746	40,706	-17.1%

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	7,514	123	21,332	1,742,352,119	4.2
\$125,000 - \$199,999	8,249	87	25,565	4,063,883,462	3.9
\$200,000 - \$349,999	9,751	98	24,964	6,521,287,032	4.7
\$350,000 - \$499,999	4,042	113	7,221	2,908,584,584	6.7
\$500,000+	3,469	157	3,415	2,461,519,323	12.2



Report Criteria: Reflecting YTD data through: August 2018 | State: WI | Type: Residential

Region	County	YTD Median Price			YTD Sales		
		Through 8/2018	Through 8/2017	% Change	Through 8/2018	Through 8/2017	% Change
Central	Adams	130,000	122,500	+6.1%	382	331	+15.4%
	Clark	100,250	99,000	+1.3%	190	207	-8.2%
	Juneau	120,000	115,950	+3.5%	267	232	+15.1%
	Marathon	159,950	144,900	+10.4%	1,228	1,201	+2.2%
	Marquette	133,000	122,000	+9.0%	201	185	+8.6%
	Portage	170,000	160,000	+6.3%	515	524	-1.7%
	Waushara	135,000	132,900	+1.6%	290	267	+8.6%
	Wood	120,000	109,500	+9.6%	683	693	-1.4%
Central Regional Total		142,000	129,900	+9.3%	3,756	3,640	+3.2%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2018	Through 8/2017	% Change	Through 8/2018	Through 8/2017	% Change
North	Ashland	87,750	103,250	-15.0%	116	112	+3.6%
	Barron	153,000	135,346	+13.0%	489	492	-0.6%
	Bayfield	152,900	164,900	-7.3%	211	217	-2.8%
	Burnett	165,000	156,000	+5.8%	468	418	+12.0%
	Douglas	135,000	132,000	+2.3%	397	409	-2.9%
	Florence	139,750	120,500	+16.0%	6	8	-25.0%
	Forest	138,200	151,500	-8.8%	94	86	+9.3%
	Iron	158,382	145,000	+9.2%	52	50	+4.0%
	Langlade	89,900	90,500	-0.7%	233	248	-6.0%
	Lincoln	125,750	112,250	+12.0%	372	308	+20.8%
	Oneida	168,500	175,552	-4.0%	597	482	+23.9%
	Polk	172,000	159,900	+7.6%	527	626	-15.8%
	Price	94,000	109,100	-13.8%	188	204	-7.8%
	Rusk	115,000	108,500	+6.0%	118	134	-11.9%
	Sawyer	199,600	169,900	+17.5%	343	325	+5.5%
	Taylor	120,000	117,000	+2.6%	149	121	+23.1%
	Vilas	230,000	186,000	+23.7%	436	376	+16.0%
Washburn	170,000	145,625	+16.7%	282	272	+3.7%	
North Regional Total		153,000	145,000	+5.5%	5,078	4,888	+3.9%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2018	Through 8/2017	% Change	Through 8/2018	Through 8/2017	% Change
Northeast	Brown	185,000	169,900	+8.9%	2,280	2,450	-6.9%
	Calumet	176,500	180,000	-1.9%	531	492	+7.9%
	Door	205,000	185,000	+10.8%	513	482	+6.4%
	Fond du Lac	135,000	134,700	+0.2%	1,075	1,068	+0.7%
	Green Lake	132,500	130,900	+1.2%	235	236	-0.4%
	Kewaunee	144,500	114,600	+26.1%	142	174	-18.4%
	Manitowoc	114,500	106,900	+7.1%	749	764	-2.0%
	Marinette	100,000	95,250	+5.0%	513	456	+12.5%
	Menominee	260,000	215,000	+20.9%	28	36	-22.2%
	Oconto	140,375	147,000	-4.5%	440	427	+3.0%
	Outagamie	176,000	157,250	+11.9%	1,583	1,678	-5.7%
	Shawano	122,025	120,000	+1.7%	288	363	-20.7%
	Waupaca	135,000	132,000	+2.3%	489	457	+7.0%
	Winnebago	149,900	140,000	+7.1%	1,623	1,654	-1.9%
Northeast Regional Total		155,000	146,700	+5.7%	10,489	10,737	-2.3%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2018	Through 8/2017	% Change	Through 8/2018	Through 8/2017	% Change
South Central	Columbia	199,000	180,000	+10.6%	586	573	+2.3%
	Crawford	135,000	134,246	+0.6%	117	128	-8.6%
	Dane	280,000	265,000	+5.7%	5,823	6,022	-3.3%
	Dodge	145,000	135,000	+7.4%	708	867	-18.3%
	Grant	130,500	119,900	+8.8%	297	294	+1.0%
	Green	180,500	159,700	+13.0%	324	350	-7.4%
	Iowa	160,250	155,000	+3.4%	184	187	-1.6%
	Jefferson	216,000	175,750	+22.9%	887	1,147	-22.7%
	Lafayette	119,300	113,000	+5.6%	108	90	+20.0%
	Richland	129,000	115,000	+12.2%	114	105	+8.6%
	Rock	155,000	139,000	+11.5%	1,582	1,692	-6.5%
	Sauk	185,000	172,000	+7.6%	665	626	+6.2%
South Central Regional Total		228,000	210,000	+8.6%	11,395	12,081	-5.7%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2018	Through 8/2017	% Change	Through 8/2018	Through 8/2017	% Change
Southeast	Kenosha	174,845	165,000	+6.0%	1,672	1,614	+3.6%
	Milwaukee	159,000	150,000	+6.0%	8,185	8,146	+0.5%
	Ozaukee	305,000	274,950	+10.9%	896	954	-6.1%
	Racine	169,500	154,900	+9.4%	1,881	1,943	-3.2%
	Sheboygan	147,000	139,900	+5.1%	970	949	+2.2%
	Walworth	208,750	191,200	+9.2%	1,268	1,380	-8.1%
	Washington	245,000	215,000	+14.0%	1,413	1,479	-4.5%
	Waukesha	290,000	275,800	+5.1%	3,993	4,191	-4.7%
Southeast Regional Total		197,000	185,500	+6.2%	20,278	20,656	-1.8%

Region	County	YTD Median Price			YTD Sales		
		Through 8/2018	Through 8/2017	% Change	Through 8/2018	Through 8/2017	% Change
West	Buffalo	135,250	151,000	-10.4%	80	71	+12.7%
	Chippewa	173,950	163,500	+6.4%	496	566	-12.4%
	Dunn	167,800	156,000	+7.6%	443	458	-3.3%
	Eau Claire	175,000	169,900	+3.0%	978	1,027	-4.8%
	Jackson	120,500	120,000	+0.4%	143	145	-1.4%
	La Crosse	189,900	173,000	+9.8%	998	970	+2.9%
	Monroe	149,000	143,000	+4.2%	351	337	+4.2%
	Pepin	113,000	103,700	+9.0%	104	76	+36.8%
	Pierce	210,000	193,500	+8.5%	246	286	-14.0%
	St. Croix	240,000	228,000	+5.3%	926	924	+0.2%
	Trempealeau	150,000	147,900	+1.4%	144	144	0.0%
	Vernon	150,250	137,000	+9.7%	190	173	+9.8%
West Regional Total		184,000	172,000	+7.0%	5,099	5,177	-1.5%

YTD Statewide Median Price

Through 8/2018	Through 8/2017	% Change
184,900	172,900	+6.9%

YTD Statewide Sales

Through 8/2018	Through 8/2017	% Change
56,095	57,179	-1.9%