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## **August Home Sales Slip as Prices Continue to Rise**

**MADISON, Wis.** — Wisconsin home sales fell by a modest margin even as median prices moved up sharply in August, according to the most recent examination of the existing housing market by the Wisconsin REALTORS® Association (WRA). Existing home sales fell 2.1 percent in August 2019 compared to August 2018, while median prices rose 9.0 percent over that same period to \$206,000. On a year-to-date basis, the picture is similar. Comparing the first eight months of 2019 to the first eight months of 2018, home sales dropped 3.2 while prices rose 7.6 percent to \$199,000.

“Although we have seen volatile monthly sales over the past years, the summer sales performance has been very stable since 2015,” said new WRA Board Chairman Steve Beers, who is the chairman of Keefe Real Estate in Lake Geneva, Wisconsin. Between June and August, sales ranged between 26,077 homes sold in 2015 and 27,387 homes sold in 2017. This summer, sales totaled 26,470. “That’s only a 5 percent swing in sales between the high and the low points, even as the economy has continually strengthened over that period,” said Beers. The statewide unemployment rate improved from 4.5 percent in July 2015 to 3 percent in July this year. So why have summer sales not improved more? Beers points to the tightening supply of homes for sale, noting inventories have steadily constricted over the last four years, shrinking from 8.5 months of supply in July 2015 during a strong buyer’s market to just five months of supply in July 2019 in a solid seller’s market. “The limited supply has essentially kept our sales in check,” he said.

“With tight supply and strong demand, robust price appreciation is to be expected, and that’s exactly what we’re seeing,” said WRA President & CEO Michael Theo. The median price increased 9 percent between August last year and this past August, and the statewide median price has now topped \$200,000 for each of the last four months. “We’ve been lucky that mortgage rates have been falling all year, which has kept our housing relatively affordable,” said Theo. The 30-year fixed-rate mortgage peaked at 4.87 percent in November last year, and rates have consistently dropped since then. The 30-year rate stood at 3.62 percent in August, which is 84 basis points below the January 2019 rate of 4.46 percent.

The Wisconsin Affordability Index represents the fraction of the median-priced home that a buyer with median family income can qualify to buy, assuming a 20 percent down payment with the remainder financed using a 30-year fixed-rate mortgage at current rates. Even with the median price going up 9 percent over the last 12 months, the decline in mortgage rates kept the index stable. The index stood at 197 in August, which is actually 1.5 percent above the levels of August 2018.

“While home prices always heat up in late spring and summer, the good news for buyers is that they typically settle down as we move into the fall and winter seasons,” said Theo. The annual appreciation rate for existing home prices has been 7.6 percent through the first eight months of this year, and if that rate of growth continues through the end of the year, median prices should remain below the \$200,000 mark for the rest of 2019. “With the Fed clearly in a rate-cutting mode, we expect more downward pressure on mortgage rates, which should result in modest improvements in affordability over the next few months,” Theo said. He noted that this is an excellent time to re-engage with a REALTOR® who is experienced. “The fall and winter months are great times to find housing deals, and this is especially true this year as mortgage rates approach their historic low levels,” said Theo. He cautioned that inventories remain very tight. “Getting pre-approved for financing, coming in with a clean offer and moving quickly is still the formula for success,” he said.

*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.*



### Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	Aug 2019	Aug 2018	% Change	Aug 2019	Aug 2018	% Change
<b>Unit Sales</b>	9,045	9,238	-2.1%	54,199	56,010	-3.2%
<b>Median Price</b>	\$206,000	\$189,000	+9.0%	\$199,000	\$185,000	+7.6%
<b>New Listings</b>	10,310	10,460	-1.4%	x	X	X
<b>Total Listings</b>	33,217	35,008	-5.1%	x	X	x
<b>Months of Inventory</b>	4.9	5.1	-3.9%	x	X	x
<b>Average Days on Market</b>	85	93	-8.6%	x	X	x
<b>WI Housing Affordability Index</b>	197	194	+1.5%	x	X	x

### Housing Price Range Statistics

Price Range	Total Aug 2019 Listings	Average Days on Market (Sep 2018 - Aug 2019)	Total Sold (Sep 2018 - Aug 2019)	Total Volume Sold (Sep 2018 - Aug 2019)	Months of Inventory (Sep 2018 - Aug 2019)
<b>\$0-\$124,999</b>	6,505	129	17,353	\$1,446,906,889	4.5
<b>\$125,000 - \$199,999</b>	8,064	85	24,575	\$3,938,592,369	3.9
<b>\$200,000 - \$349,999</b>	10,221	97	26,377	\$6,941,616,843	4.6
<b>\$350,000 - \$499,999</b>	4,502	108	7,876	\$3,189,420,725	6.9
<b>\$500,000 and higher</b>	3,925	152	3,751	\$2,690,077,281	12.6

### Inventory by Urban Classification

County type	Aug 2019	Aug 2018
<b>Metropolitan Counties Combined</b>	4.0	4.1
<b>Micropolitan Counties Combined</b>	5.6	5.9
<b>Rural Counties Combined</b>	8.8	9.1
<b>All Wisconsin Counties</b>	4.9	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.*



Report Criteria: Reflecting data for: August 2019 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
Central	Adams	145,450	142,000	+2.4%	70	81	-13.6%	9.6	8.0	+20.0%	114	133	-14.3%
	Clark	107,500	101,250	+6.2%	28	30	-6.7%	9.1	7.4	+23.0%	122	229	-46.7%
	Juneau	140,000	140,000	0.0%	47	37	+27.0%	8.9	7.8	+14.1%	117	122	-4.1%
	Marathon	179,900	155,950	+15.4%	201	194	+3.6%	4.1	4.8	-14.6%	97	87	+11.5%
	Marquette	114,500	133,500	-14.2%	36	26	+38.5%	8.9	9.4	-5.3%	115	212	-45.8%
	Portage	176,450	184,950	-4.6%	106	106	0.0%	4.3	4.3	0.0%	80	77	+3.9%
	Waushara	155,000	170,000	-8.8%	39	56	-30.4%	7.9	7.0	+12.9%	121	141	-14.2%
	Wood	134,500	123,000	+9.3%	107	131	-18.3%	3.9	4.3	-9.3%	83	79	+5.1%
<b>Central Regional Total</b>		<b>157,950</b>	<b>147,000</b>	<b>+7.4%</b>	<b>634</b>	<b>661</b>	<b>-4.1%</b>	<b>5.7</b>	<b>5.7</b>	<b>0.0%</b>	<b>99</b>	<b>107</b>	<b>-7.5%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
North	Ashland	83,000	106,000	-21.7%	26	24	+8.3%	14.5	14.2	+2.1%	85	214	-60.3%
	Barron	176,025	177,000	-0.6%	103	105	-1.9%	6.2	7.2	-13.9%	111	108	+2.8%
	Bayfield	165,000	175,252	-5.8%	28	36	-22.2%	15.7	16.9	-7.1%	92	204	-54.9%
	Burnett	200,000	170,000	+17.6%	81	91	-11.0%	6.5	5.7	+14.0%	97	119	-18.5%
	Douglas	143,000	130,000	+10.0%	102	71	+43.7%	7.4	7.3	+1.4%	101	92	+9.8%
	Florence	NA	NA	NA	1	1	0.0%	28.6	27.3	+4.8%	73	126	-42.1%
	Forest	184,450	158,000	+16.7%	10	18	-44.4%	14.4	13.5	+6.7%	104	115	-9.6%
	Iron	187,500	NA	NA	10	7	+42.9%	17.7	19.8	-10.6%	139	350	-60.3%
	Langlade	154,950	95,000	+63.1%	42	33	+27.3%	9.8	9.1	+7.7%	130	152	-14.5%
	Lincoln	149,000	144,000	+3.5%	63	69	-8.7%	7.5	7.2	+4.2%	100	111	-9.9%
	Oneida	184,000	159,450	+15.4%	94	142	-33.8%	9.0	9.7	-7.2%	118	151	-21.9%
	Polk	195,000	183,659	+6.2%	104	127	-18.1%	4.8	6.0	-20.0%	79	79	0.0%
	Price	121,000	83,900	+44.2%	25	30	-16.7%	14.5	15.6	-7.1%	176	249	-29.3%
	Rusk	132,450	104,900	+26.3%	30	21	+42.9%	7.9	11.1	-28.8%	140	124	+12.9%
	Sawyer	262,500	247,900	+5.9%	62	77	-19.5%	10.8	12.5	-13.6%	194	198	-2.0%
	Taylor	119,000	117,900	+0.9%	25	21	+19.0%	6.7	8.7	-23.0%	179	98	+82.7%
Vilas	264,000	250,000	+5.6%	71	92	-22.8%	13.2	12.9	+2.3%	140	181	-22.7%	
Washburn	188,000	170,000	+10.6%	57	51	+11.8%	8.8	10.3	-14.6%	118	126	-6.3%	
<b>North Regional Total</b>		<b>173,500</b>	<b>161,950</b>	<b>+7.1%</b>	<b>934</b>	<b>1,016</b>	<b>-8.1%</b>	<b>9.1</b>	<b>9.6</b>	<b>-5.2%</b>	<b>118</b>	<b>138</b>	<b>-14.5%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
Northeast	Brown	204,950	180,000	+13.9%	344	409	-15.9%	4.2	4.4	-4.5%	73	72	+1.4%
	Calumet	231,500	185,000	+25.1%	78	75	+4.0%	4.2	4.5	-6.7%	76	76	0.0%
	Door	267,500	207,500	+28.9%	88	99	-11.1%	9.8	10.2	-3.9%	134	257	-47.9%
	Fond du Lac	135,000	145,900	-7.5%	131	149	-12.1%	5.0	5.1	-2.0%	71	104	-31.7%
	Green Lake	215,850	113,500	+90.2%	30	42	-28.6%	8.9	8.8	+1.1%	141	178	-20.8%
	Kewaunee	170,000	150,700	+12.8%	23	32	-28.1%	7.4	6.7	+10.4%	73	74	-1.4%
	Manitowoc	129,450	115,000	+12.6%	128	119	+7.6%	4.7	4.9	-4.1%	101	118	-14.4%
	Marinette	114,950	134,900	-14.8%	74	93	-20.4%	7.9	9.1	-13.2%	151	130	+16.2%
	Menominee	NA	NA	NA	3	7	-57.1%	11.3	10.7	+5.6%	63	235	-73.2%
	Oconto	150,000	134,900	+11.2%	68	101	-32.7%	8.3	7.6	+9.2%	165	147	+12.2%
	Outagamie	198,000	178,000	+11.2%	239	273	-12.5%	3.6	3.6	0.0%	74	71	+4.2%
	Shawano	129,500	137,000	-5.5%	50	51	-2.0%	6.3	6.7	-6.0%	137	173	-20.8%
	Waupaca	147,500	159,375	-7.5%	61	94	-35.1%	5.9	7.2	-18.1%	105	140	-25.0%
	Winnebago	161,000	159,700	+0.8%	247	280	-11.8%	4.1	4.0	+2.5%	67	76	-11.8%
<b>Northeast Regional Total</b>		<b>175,250</b>	<b>160,000</b>	<b>+9.5%</b>	<b>1,564</b>	<b>1,824</b>	<b>-14.3%</b>	<b>5.1</b>	<b>5.3</b>	<b>-3.8%</b>	<b>90</b>	<b>105</b>	<b>-14.3%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
South Central	Columbia	208,000	190,500	+9.2%	95	84	+13.1%	5.2	5.0	+4.0%	73	97	-24.7%
	Crawford	145,500	142,500	+2.1%	30	14	+114.3%	8.8	8.5	+3.5%	117	144	-18.8%
	Dane	300,000	281,000	+6.8%	836	919	-9.0%	3.5	3.7	-5.4%	85	82	+3.7%
	Dodge	165,250	168,500	-1.9%	132	90	+46.7%	5.2	5.2	0.0%	78	86	-9.3%
	Grant	126,500	127,500	-0.8%	43	42	+2.4%	7.7	6.7	+14.9%	86	96	-10.4%
	Green	187,250	210,000	-10.8%	54	55	-1.8%	4.0	4.2	-4.8%	84	90	-6.7%
	Iowa	177,900	148,500	+19.8%	33	28	+17.9%	6.4	6.9	-7.2%	89	86	+3.5%
	Jefferson	248,450	215,970	+15.0%	152	118	+28.8%	5.3	5.0	+6.0%	73	82	-11.0%
	Lafayette	164,000	136,000	+20.6%	19	20	-5.0%	5.7	5.6	+1.8%	150	89	+68.5%
	Richland	157,500	118,750	+32.6%	16	18	-11.1%	9.1	6.4	+42.2%	86	92	-6.5%
	Rock	170,500	169,900	+0.4%	258	233	+10.7%	3.5	4.1	-14.6%	72	73	-1.4%
	Sauk	222,500	184,500	+20.6%	121	116	+4.3%	5.4	5.5	-1.8%	94	103	-8.7%
<b>South Central Regional Total</b>		<b>241,000</b>	<b>234,900</b>	<b>+2.6%</b>	<b>1,789</b>	<b>1,737</b>	<b>+3.0%</b>	<b>4.2</b>	<b>4.4</b>	<b>-4.5%</b>	<b>83</b>	<b>85</b>	<b>-2.4%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
Southeast	Kenosha	197,799	173,500	+14.0%	272	288	-5.6%	4.0	3.5	+14.3%	64	65	-1.5%
	Milwaukee	180,000	162,500	+10.8%	1,141	1,190	-4.1%	3.5	3.7	-5.4%	64	71	-9.9%
	Ozaukee	355,000	315,500	+12.5%	150	127	+18.1%	4.8	4.7	+2.1%	101	85	+18.8%
	Racine	189,500	170,000	+11.5%	290	297	-2.4%	4.1	3.9	+5.1%	65	65	0.0%
	Sheboygan	178,300	169,900	+4.9%	166	155	+7.1%	4.5	4.6	-2.2%	84	86	-2.3%
	Walworth	242,500	211,900	+14.4%	238	205	+16.1%	5.9	6.8	-13.2%	94	108	-13.0%
	Washington	259,900	248,000	+4.8%	255	227	+12.3%	3.6	3.8	-5.3%	70	71	-1.4%
	Waukesha	315,900	300,000	+5.3%	678	617	+9.9%	3.8	4.1	-7.3%	68	74	-8.1%
<b>Southeast Regional Total</b>		<b>228,000</b>	<b>201,500</b>	<b>+13.2%</b>	<b>3,190</b>	<b>3,106</b>	<b>+2.7%</b>	<b>3.9</b>	<b>4.1</b>	<b>-4.9%</b>	<b>70</b>	<b>74</b>	<b>-5.4%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
West	Buffalo	NA	156,500	NA	5	13	-61.5%	10.1	9.1	+11.0%	135	91	+48.4%
	Chippewa	210,000	167,450	+25.4%	111	94	+18.1%	5.3	5.7	-7.0%	86	74	+16.2%
	Dunn	183,500	181,350	+1.2%	89	100	-11.0%	4.6	5.6	-17.9%	85	103	-17.5%
	Eau Claire	191,414	191,500	0.0%	174	158	+10.1%	3.5	4.1	-14.6%	83	96	-13.5%
	Jackson	132,750	132,000	+0.6%	22	21	+4.8%	6.8	8.0	-15.0%	115	120	-4.2%
	La Crosse	191,250	192,000	-0.4%	188	154	+22.1%	3.5	3.5	0.0%	67	63	+6.3%
	Monroe	149,900	175,389	-14.5%	67	62	+8.1%	6.4	7.0	-8.6%	87	117	-25.6%
	Pepin	157,450	101,200	+55.6%	14	17	-17.6%	9.6	5.0	+92.0%	103	241	-57.3%
	Pierce	225,000	210,000	+7.1%	45	53	-15.1%	5.0	3.6	+38.9%	71	97	-26.8%
	St. Croix	254,950	257,700	-1.1%	150	173	-13.3%	4.3	3.5	+22.9%	90	78	+15.4%
	Trempealeau	160,250	192,250	-16.6%	34	18	+88.9%	5.5	8.0	-31.3%	105	80	+31.3%
	Vernon	180,000	155,000	+16.1%	35	31	+12.9%	6.7	8.3	-19.3%	67	84	-20.2%
<b>West Regional Total</b>		<b>195,000</b>	<b>191,950</b>	<b>+1.6%</b>	<b>934</b>	<b>894</b>	<b>+4.5%</b>	<b>4.7</b>	<b>4.8</b>	<b>-2.1%</b>	<b>83</b>	<b>89</b>	<b>-6.7%</b>

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
206,000	189,000	+9.0%	9,045	9,238	-2.1%	85	93	-8.6%

  

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
8/2019	8/2018	% Change	8/2019	8/2018	% Change	8/2019	8/2018	% Change
4.9	5.1	-3.9%	10,310	10,460	-1.4%	33,217	35,008	-5.1%

### 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	6,505	129	17,353	1,446,906,889	4.5
\$125,000 - \$199,999	8,064	85	24,575	3,938,592,369	3.9
\$200,000 - \$349,999	10,221	97	26,377	6,941,616,843	4.6
\$350,000 - \$499,999	4,502	108	7,876	3,189,420,725	6.9
\$500,000+	3,925	152	3,751	2,690,077,281	12.6

### Months of Inventory by Broad Urban-Rural Classification

Category	August 2019	August 2018
Metropolitan Counties Combined	4.0	4.1
Micropolitan Counties Combined	5.6	5.9
Rural Counties Combined	8.8	9.1
State Total	4.9	5.1



**Report Criteria:** Reflecting YTD data through: August 2019 | State: WI | Type: Residential

Region	County	YTD Median Price			YTD Sales		
		Through 8/2019	Through 8/2018	% Change	Through 8/2019	Through 8/2018	% Change
Central	Adams	140,000	130,000	+7.7%	379	376	+0.8%
	Clark	115,000	96,750	+18.9%	166	190	-12.6%
	Juneau	127,500	125,000	+2.0%	258	267	-3.4%
	Marathon	167,500	159,950	+4.7%	1,180	1,244	-5.1%
	Marquette	141,464	135,000	+4.8%	164	194	-15.5%
	Portage	177,250	170,000	+4.3%	526	524	+0.4%
	Waushara	149,900	136,000	+10.2%	223	289	-22.8%
	Wood	129,950	120,000	+8.3%	600	691	-13.2%
<b>Central Regional Total</b>		<b>150,750</b>	<b>142,000</b>	<b>+6.2%</b>	<b>3,496</b>	<b>3,775</b>	<b>-7.4%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 8/2019	Through 8/2018	% Change	Through 8/2019	Through 8/2018	% Change
North	Ashland	110,000	91,000	+20.9%	158	122	+29.5%
	Barron	158,600	154,500	+2.7%	552	529	+4.3%
	Bayfield	162,000	153,200	+5.7%	243	224	+8.5%
	Burnett	160,000	165,000	-3.0%	433	505	-14.3%
	Douglas	144,950	134,350	+7.9%	500	404	+23.8%
	Florence	NA	NA	NA	6	5	+20.0%
	Forest	150,000	138,200	+8.5%	71	94	-24.5%
	Iron	159,950	158,382	+1.0%	56	52	+7.7%
	Langlade	116,000	89,900	+29.0%	206	234	-12.0%
	Lincoln	135,750	126,000	+7.7%	312	375	-16.8%
	Oneida	185,000	168,000	+10.1%	553	601	-8.0%
	Polk	200,000	172,250	+16.1%	534	554	-3.6%
	Price	125,000	92,000	+35.9%	170	189	-10.1%
	Rusk	118,500	115,000	+3.0%	132	119	+10.9%
	Sawyer	215,500	200,000	+7.8%	367	374	-1.9%
	Taylor	130,000	120,500	+7.9%	148	150	-1.3%
	Vilas	217,000	230,000	-5.7%	385	438	-12.1%
Washburn	169,900	170,000	-0.1%	333	302	+10.3%	
<b>North Regional Total</b>		<b>160,000</b>	<b>154,500</b>	<b>+3.6%</b>	<b>5,159</b>	<b>5,271</b>	<b>-2.1%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 8/2019	Through 8/2018	% Change	Through 8/2019	Through 8/2018	% Change
Northeast	Brown	195,500	183,000	+6.8%	2,247	2,329	-3.5%
	Calumet	216,000	180,000	+20.0%	485	494	-1.8%
	Door	199,995	205,000	-2.4%	486	514	-5.4%
	Fond du Lac	140,000	137,700	+1.7%	879	986	-10.9%
	Green Lake	138,000	132,500	+4.2%	169	223	-24.2%
	Kewaunee	148,000	144,500	+2.4%	163	138	+18.1%
	Manitowoc	117,750	110,750	+6.3%	676	682	-0.9%
	Marinette	120,000	103,950	+15.4%	399	490	-18.6%
	Menominee	330,000	260,000	+26.9%	18	28	-35.7%
	Oconto	152,500	141,375	+7.9%	349	438	-20.3%
	Outagamie	185,000	175,000	+5.7%	1,625	1,610	+0.9%
	Shawano	124,900	120,000	+4.1%	313	281	+11.4%
	Waupaca	142,000	135,000	+5.2%	457	490	-6.7%
	Winnebago	155,000	149,900	+3.4%	1,475	1,637	-9.9%
<b>Northeast Regional Total</b>		<b>166,000</b>	<b>156,000</b>	<b>+6.4%</b>	<b>9,741</b>	<b>10,340</b>	<b>-5.8%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 8/2019	Through 8/2018	% Change	Through 8/2019	Through 8/2018	% Change
South Central	Columbia	203,500	200,000	+1.8%	525	578	-9.2%
	Crawford	139,000	135,000	+3.0%	127	109	+16.5%
	Dane	297,000	280,000	+6.1%	5,683	5,919	-4.0%
	Dodge	161,000	145,000	+11.0%	639	642	-0.5%
	Grant	139,950	131,000	+6.8%	266	295	-9.8%
	Green	193,250	182,500	+5.9%	298	319	-6.6%
	Iowa	179,000	160,500	+11.5%	173	183	-5.5%
	Jefferson	229,900	216,000	+6.4%	790	783	+0.9%
	Lafayette	121,700	119,950	+1.5%	94	108	-13.0%
	Richland	144,500	129,250	+11.8%	90	110	-18.2%
	Rock	167,000	155,500	+7.4%	1,583	1,543	+2.6%
	Sauk	197,500	185,000	+6.8%	657	663	-0.9%
<b>South Central Regional Total</b>		<b>242,000</b>	<b>230,000</b>	<b>+5.2%</b>	<b>10,925</b>	<b>11,252</b>	<b>-2.9%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 8/2019	Through 8/2018	% Change	Through 8/2019	Through 8/2018	% Change
West	Buffalo	124,450	132,500	-6.1%	92	82	+12.2%
	Chippewa	190,000	173,950	+9.2%	568	524	+8.4%
	Dunn	175,000	167,800	+4.3%	408	451	-9.5%
	Eau Claire	190,000	175,000	+8.6%	1,019	1,046	-2.6%
	Jackson	139,000	119,900	+15.9%	151	139	+8.6%
	La Crosse	193,500	190,000	+1.8%	959	949	+1.1%
	Monroe	159,950	145,750	+9.7%	342	316	+8.2%
	Pepin	149,000	115,000	+29.6%	63	107	-41.1%
	Pierce	217,000	210,000	+3.3%	233	259	-10.0%
	St. Croix	250,950	239,950	+4.6%	823	966	-14.8%
	Trempealeau	162,950	150,000	+8.6%	176	146	+20.5%
	Vernon	166,000	150,500	+10.3%	170	179	-5.0%
<b>West Regional Total</b>		<b>193,000</b>	<b>184,435</b>	<b>+4.6%</b>	<b>5,004</b>	<b>5,164</b>	<b>-3.1%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 8/2019	Through 8/2018	% Change	Through 8/2019	Through 8/2018	% Change
Southeast	Kenosha	191,750	173,500	+10.5%	1,612	1,661	-3.0%
	Milwaukee	171,000	158,000	+8.2%	7,850	8,215	-4.4%
	Ozaukee	326,600	305,000	+7.1%	902	883	+2.2%
	Racine	180,000	168,400	+6.9%	1,849	1,892	-2.3%
	Sheboygan	158,000	146,000	+8.2%	950	953	-0.3%
	Walworth	225,000	208,000	+8.2%	1,276	1,227	+4.0%
	Washington	250,000	245,000	+2.0%	1,366	1,391	-1.8%
	Waukesha	309,700	290,000	+6.8%	4,069	3,986	+2.1%
<b>Southeast Regional Total</b>		<b>215,000</b>	<b>195,000</b>	<b>+10.3%</b>	<b>19,874</b>	<b>20,208</b>	<b>-1.7%</b>

YTD Statewide Median Price		
Through 8/2019	Through 8/2018	% Change
199,000	185,000	+7.6%

YTD Statewide Sales		
Through 8/2019	Through 8/2018	% Change
54,199	56,010	-3.2%