

## MONTHLY HOME SALES

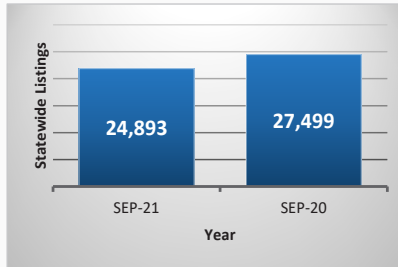


September 2021  
**8,470**  
HOMES SOLD

September 2020  
**9,268**  
HOMES SOLD

from last year **-8.6%**

## TOTAL STATEWIDE LISTINGS



September 2021  
**24,893**  
ACTIVE LISTINGS

September 2020  
**27,499**  
ACTIVE LISTINGS

from last year **-9.5%**

## MEDIAN HOME PRICE

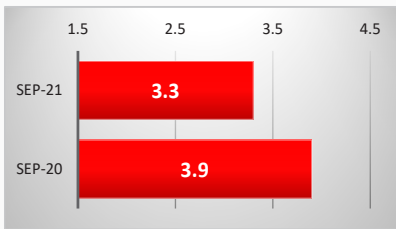


September 2021  
**245,000**  
AVG HOME PRICE IN WI

September 2020  
**229,900**  
AVG HOME PRICE IN WI

from last year **6.6%**

## MONTHS OF INVENTORY

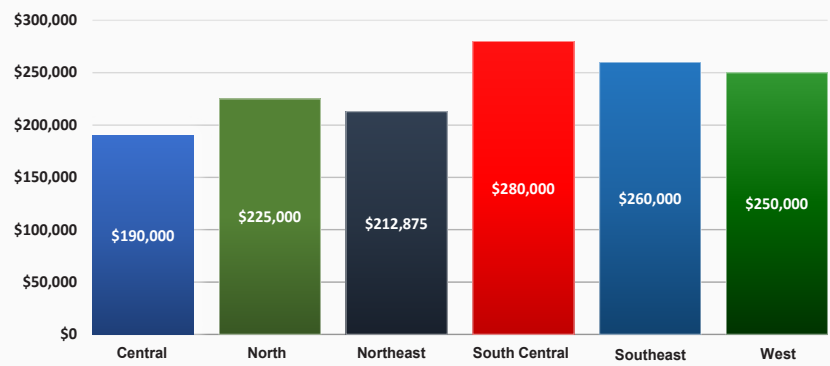


September 2021  
**3.30**  
MONTHS

September 2020  
**3.90**  
MONTHS

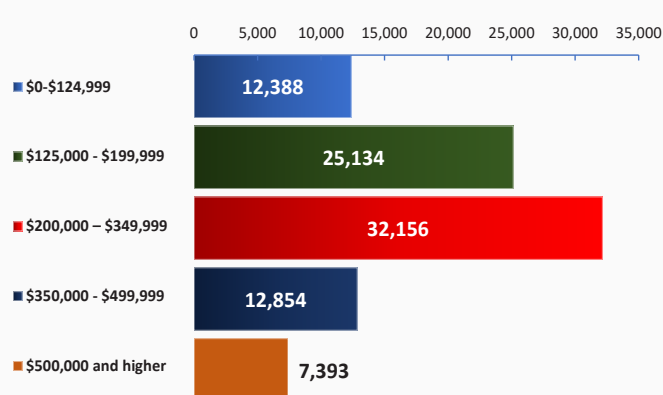
from last year **-15.4%**

## MEDIAN PRICES BY REGION

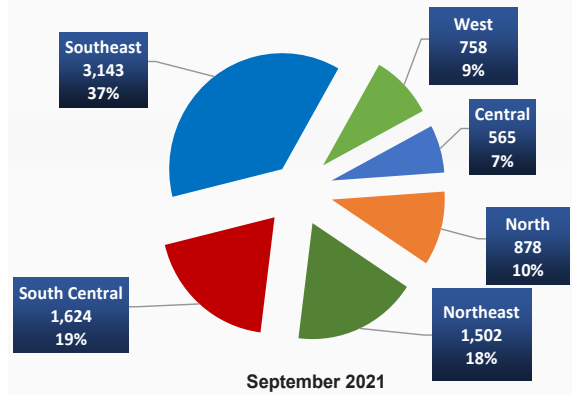


September 2021

## HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



## HOME SALES BY REGION



September 2021

## MORTGAGE INTEREST RATES



September 2021 **2.90%**  
AVG 30 YR. FIXED

September 2020 **2.89%**  
AVG 30 YR. FIXED

from last year **↑ 0.3%**

## YEAR-TO-DATE HOME SALES

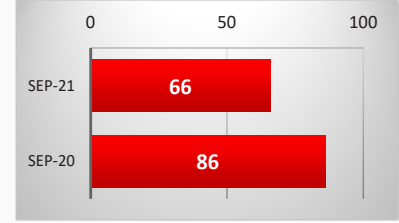


Year-to-Date 2021 **65,257**  
HOMES SOLD THRU 9/21

Year-to-Date 2020 **64,298**  
HOMES SOLD THRU 9/20

from last year **↑ 1.5%**

## AVG DAYS ON MARKET



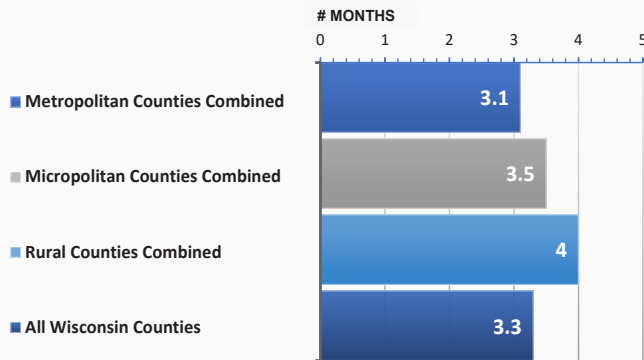
September 2021 **66**  
ACTIVE LISTINGS

September 2020 **86**  
ACTIVE LISTINGS

from last year **↓ -23.3%**

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

## MONTHS OF INVENTORY BY URBAN CLASSIFICATION



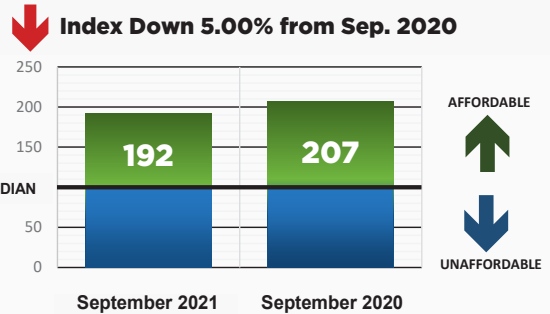
Metropolitan counties include: Brown, Calumet, Chippewa, Columbia, Dane, Douglas, Eau Claire, Fond du Lac, Green, Iowa, Kenosha, Kewaunee, La Crosse, Marathon, Milwaukee, Oconto, Ozaukee, Outagamie, Pierce, Racine, Rock, Sheboygan, St. Croix, Washington, Waukesha and Winnebago.

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.

## 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.



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.



## SEPTEMBER 2021 TALKING POINTS

- September existing home sales fell 8.6% relative to 12 months earlier, and the statewide median home price increased 6.6% to \$245,000 over that same 12-month period.
- This is the third straight month in which home sales fell relative to their levels a year earlier, which pushed third quarter sales 8.2% lower than the third quarter of 2020.
- Still, on a year-to-date basis, home sales for the first nine months of 2021 remain 1.5% ahead of the January-to-September period in 2020, and the median price increased 9.6% to \$240,100 over that same period.
- The pace at which median prices have been rising on an annual basis has been below 7% for each of the last two months, which is well below the double-digit pace seen for most of the previous 12 months.
- Very tight inventories continue to hamper home sales throughout the state, with months of available supply falling in every region over the last 12 months. Months of supply ranged from a low of 3.1 months of supply in the South Central region to 3.9 months in the North region. Six months of supply signals a balanced market, so these figures indicate a strong seller's advantage in every region of the state.
- Mortgage rates remained under 3% for the fifth straight month. The 30-year fixed-rate mortgage was essentially unchanged at 2.90% in September 2021 compared to 2.89% in September 2020.
- Wisconsin's housing affordability fell 5% over the past 12 months, but it has remained relatively stable all year. Specifically, even with significant price appreciation, a qualified buyer with median family income with a 20% down payment and 30-year fixed-rate mortgage financing the remaining balance, has been able to purchase between 181% and 227% of the median-priced home over the first nine months of the year.

## HOME SALES AND INVENTORIES



"Comparing the housing market this year and last year is tricky. The economic lockdowns in the first half of 2020 depressed home sales, and this was followed by a strong rebound in the second half of 2020 when the Wisconsin economy reopened. Given low mortgage rates, home sales in the first half of 2021 easily surpassed sales for the first six months of 2020. However, the very low inventory levels have caught up with us in the second half of this year, and now nine months in, we are only 1.5% ahead of the record pace of sales from last year."

### Mary Duff

2021 Chair of the Board of Directors, Wisconsin REALTORS® Association

## EVALUATING ECONOMIC GROWTH NATIONALLY AND STATEWIDE



"After a second straight month of disappointing non-farm job growth at the national level, it has become clear that the combination of supply chain problems and COVID-induced labor shortages continue to be a drag on the U.S. economy. While September jobs figures are not yet available for Wisconsin, the total number of non-farm jobs in the state fell in August. The economy is likely still expanding, but running estimates of real GDP growth by the Atlanta Fed suggest that third quarter growth is likely to come in well below the robust growth in the first half of 2021. If that happens, housing demand may also cool off, further reducing housing price pressures."

### Dave Clark

Marquette University Economist and WRA Consultant

## TRENDS IN WISCONSIN HOME PRICES



"After seeing double-digit annual home price increases for all but one month between July of last year and July of this year, we've seen that pace fall to below 7% for the last two months. Although mortgage rates are still quite favorable, the steep price increases over the past year have likely moderated demand, and as a result, some of the pressure on home prices. This moderation should help keep Wisconsin housing relatively affordable for potential buyers."

### Michael Theo

President & CEO, Wisconsin REALTORS® Association



### Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	Sep 2021	Sep 2020	% Change	Sep 2021	Sep 2020	% Change
<b>Unit Sales</b>	8,470	9,268	-8.6%	65,257	64,298	+1.5%
<b>Median Price</b>	\$245,000	\$229,900	+6.6%	\$240,100	\$219,000	+9.6%
<b>New Listings</b>	9,163	9,884	-7.3%	x	X	x
<b>Total Listings</b>	24,893	27,499	-9.5%	x	X	x
<b>Months of Inventory</b>	3.3	3.9	-15.4%	x	X	x
<b>Average Days on Market</b>	66	86	-23.3%	x	x	x
<b>WI Housing Affordability Index</b>	192	207	-5.0%	x	x	x

### Housing Price Range Statistics

Price Range	Total Sep 2021 Listings	Average Days on Market (Oct 2020 - Sep 2021)	Total Sold (Oct 2020 - Sep 2021)	Total Volume Sold (Oct 2020 - Sep 2021)	Months of Inventory (Oct 2020 - Sep 2021)
<b>\$0-\$124,999</b>	3,094	110	12,388	\$1,096,647,984	3.0
<b>\$125,000 - \$199,999</b>	6,014	65	25,134	\$4,197,582,065	2.9
<b>\$200,000 - \$349,999</b>	8,177	71	32,156	\$8,844,690,506	3.1
<b>\$350,000 - \$499,999</b>	4,323	84	12,854	\$5,401,557,156	4.0
<b>\$500,000 and higher</b>	3,285	117	7,393	\$5,666,853,726	5.3

### Inventory by Urban Classification

County type	Sep 2021	Sep 2020
<b>Metropolitan Counties Combined</b>	3.1	3.5
<b>Micropolitan Counties Combined</b>	3.5	4.1
<b>Rural Counties Combined</b>	4.0	5.6
<b>All Wisconsin Counties</b>	3.3	3.9

*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: September 2021 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
Central	Adams	220,500	142,000	+55.3%	69	69	0.0%	4.3	3.8	+13.2%	75	114	-34.2%
	Clark	132,950	123,000	+8.1%	28	33	-15.2%	4.0	6.1	-34.4%	68	117	-41.9%
	Juneau	167,450	146,000	+14.7%	52	44	+18.2%	4.4	5.6	-21.4%	70	132	-47.0%
	Marathon	195,000	189,950	+2.7%	171	186	-8.1%	3.2	4.1	-22.0%	62	94	-34.0%
	Marquette	233,000	143,400	+62.5%	31	37	-16.2%	4.4	4.6	-4.3%	136	200	-32.0%
	Portage	225,500	218,250	+3.3%	79	74	+6.8%	3.5	3.3	+6.1%	64	85	-24.7%
	Waushara	209,750	142,500	+47.2%	36	49	-26.5%	4.6	4.0	+15.0%	68	98	-30.6%
	Wood	150,000	156,500	-4.2%	99	99	0.0%	3.3	4.1	-19.5%	72	78	-7.7%
<b>Central Regional Total</b>		<b>190,000</b>	<b>170,000</b>	<b>+11.8%</b>	<b>565</b>	<b>591</b>	<b>-4.4%</b>	<b>3.7</b>	<b>4.2</b>	<b>-11.9%</b>	<b>71</b>	<b>104</b>	<b>-31.7%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
North	Ashland	192,500	133,000	+44.7%	30	44	-31.8%	5.8	8.9	-34.8%	82	177	-53.7%
	Barron	180,000	205,000	-12.2%	88	120	-26.7%	3.9	4.6	-15.2%	62	95	-34.7%
	Bayfield	217,000	214,450	+1.2%	31	44	-29.5%	4.4	7.0	-37.1%	67	164	-59.1%
	Burnett	296,000	204,500	+44.7%	75	68	+10.3%	3.3	4.1	-19.5%	52	87	-40.2%
	Douglas	192,750	163,000	+18.3%	68	59	+15.3%	3.0	4.2	-28.6%	64	73	-12.3%
	Florence	NA	NA	NA	2	NA	NA	2.8	9.6	-70.8%	83	NA	NA
	Forest	215,000	156,900	+37.0%	13	22	-40.9%	5.6	6.2	-9.7%	116	89	+30.3%
	Iron	253,750	215,000	+18.0%	18	21	-14.3%	4.3	12.3	-65.0%	91	232	-60.8%
	Langlade	135,000	124,450	+8.5%	51	54	-5.6%	3.6	5.9	-39.0%	72	116	-37.9%
	Lincoln	167,500	145,000	+15.5%	34	55	-38.2%	3.7	3.9	-5.1%	74	129	-42.6%
	Oneida	310,000	270,000	+14.8%	93	111	-16.2%	3.5	5.7	-38.6%	80	119	-32.8%
	Polk	255,500	200,000	+27.8%	96	92	+4.3%	3.6	4.7	-23.4%	72	74	-2.7%
	Price	137,000	106,000	+29.2%	45	54	-16.7%	4.3	9.1	-52.7%	66	240	-72.5%
	Rusk	142,000	162,000	-12.3%	19	43	-55.8%	5.1	4.3	+18.6%	76	132	-42.4%
	Sawyer	260,000	279,900	-7.1%	57	97	-41.2%	4.5	6.6	-31.8%	87	185	-53.0%
	Taylor	169,750	150,000	+13.2%	20	32	-37.5%	3.5	5.1	-31.4%	66	165	-60.0%
Vilas	362,000	258,500	+40.0%	82	104	-21.2%	3.9	7.7	-49.4%	86	128	-32.8%	
Washburn	232,900	257,000	-9.4%	56	61	-8.2%	4.3	5.0	-14.0%	80	121	-33.9%	
<b>North Regional Total</b>		<b>225,000</b>	<b>199,900</b>	<b>+12.6%</b>	<b>878</b>	<b>1,081</b>	<b>-18.8%</b>	<b>3.9</b>	<b>5.7</b>	<b>-31.6%</b>	<b>73</b>	<b>129</b>	<b>-43.4%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
Northeast	Brown	246,000	220,000	+11.8%	309	357	-13.4%	3.1	3.3	-6.1%	58	74	-21.6%
	Calumet	278,000	222,500	+24.9%	61	56	+8.9%	3.9	3.0	+30.0%	63	93	-32.3%
	Door	282,000	320,000	-11.9%	87	121	-28.1%	4.5	7.1	-36.6%	113	140	-19.3%
	Fond du Lac	165,000	218,450	-24.5%	145	156	-7.1%	3.4	3.7	-8.1%	65	87	-25.3%
	Green Lake	212,500	184,900	+14.9%	36	33	+9.1%	4.1	6.1	-32.8%	71	161	-55.9%
	Kewaunee	170,000	175,000	-2.9%	26	23	+13.0%	4.6	4.2	+9.5%	66	197	-66.5%
	Manitowoc	168,825	142,250	+18.7%	108	110	-1.8%	3.0	3.6	-16.7%	65	84	-22.6%
	Marinette	154,950	134,000	+15.6%	96	78	+23.1%	4.0	5.1	-21.6%	87	127	-31.5%
	Menominee	NA	NA	NA	3	2	+50.0%	3.4	2.6	+30.8%	72	440	-83.6%
	Oconto	160,000	129,900	+23.2%	57	83	-31.3%	3.6	3.9	-7.7%	65	128	-49.2%
	Outagamie	230,000	203,250	+13.2%	255	234	+9.0%	3.0	3.1	-3.2%	59	68	-13.2%
	Shawano	160,000	139,900	+14.4%	59	41	+43.9%	3.1	4.2	-26.2%	69	90	-23.3%
	Waupaca	180,600	176,000	+2.6%	57	86	-33.7%	3.7	4.3	-14.0%	76	135	-43.7%
	Winnebago	186,750	175,000	+6.7%	203	218	-6.9%	3.1	3.2	-3.1%	62	74	-16.2%
<b>Northeast Regional Total</b>		<b>212,875</b>	<b>191,750</b>	<b>+11.0%</b>	<b>1,502</b>	<b>1,598</b>	<b>-6.0%</b>	<b>3.4</b>	<b>3.7</b>	<b>-8.1%</b>	<b>67</b>	<b>94</b>	<b>-28.7%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
South Central	Columbia	221,000	234,900	-5.9%	79	101	-21.8%	3.4	3.5	-2.9%	68	99	-31.3%
	Crawford	173,700	155,000	+12.1%	20	26	-23.1%	3.7	6.7	-44.8%	82	105	-21.9%
	Dane	350,000	320,250	+9.3%	795	938	-15.2%	2.8	3.5	-20.0%	72	83	-13.3%
	Dodge	237,250	203,000	+16.9%	116	101	+14.9%	3.1	3.5	-11.4%	64	81	-21.0%
	Grant	169,500	123,500	+37.2%	49	50	-2.0%	4.4	4.9	-10.2%	79	95	-16.8%
	Green	217,000	245,000	-11.4%	45	56	-19.6%	3.6	3.7	-2.7%	73	109	-33.0%
	Iowa	207,000	220,000	-5.9%	23	27	-14.8%	4.1	4.4	-6.8%	76	87	-12.6%
	Jefferson	260,000	242,000	+7.4%	123	136	-9.6%	3.4	3.7	-8.1%	61	89	-31.5%
	Lafayette	178,500	161,500	+10.5%	16	18	-11.1%	3.5	5.0	-30.0%	64	94	-31.9%
	Richland	155,900	159,450	-2.2%	17	12	+41.7%	5.5	4.5	+22.2%	62	113	-45.1%
	Rock	200,000	183,050	+9.3%	244	222	+9.9%	3.1	3.6	-13.9%	60	69	-13.0%
	Sauk	233,000	248,000	-6.0%	97	102	-4.9%	3.0	4.3	-30.2%	66	94	-29.8%
<b>South Central Regional Total</b>		<b>280,000</b>	<b>269,900</b>	<b>+3.7%</b>	<b>1,624</b>	<b>1,789</b>	<b>-9.2%</b>	<b>3.1</b>	<b>3.7</b>	<b>-16.2%</b>	<b>68</b>	<b>85</b>	<b>-20.0%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
Southeast	Kenosha	239,950	239,950	0.0%	238	238	0.0%	2.9	3.4	-14.7%	55	67	-17.9%
	Milwaukee	215,000	190,000	+13.2%	1,224	1,309	-6.5%	3.3	3.6	-8.3%	57	60	-5.0%
	Ozaukee	375,000	342,000	+9.6%	126	156	-19.2%	3.2	4.2	-23.8%	68	76	-10.5%
	Racine	222,000	206,000	+7.8%	327	335	-2.4%	3.1	3.7	-16.2%	57	72	-20.8%
	Sheboygan	195,000	190,500	+2.4%	170	184	-7.6%	3.2	3.6	-11.1%	80	73	+9.6%
	Walworth	290,000	271,000	+7.0%	200	242	-17.4%	3.8	4.7	-19.1%	78	86	-9.3%
	Washington	312,900	265,000	+18.1%	229	235	-2.6%	3.2	3.1	+3.2%	61	67	-9.0%
	Waukesha	378,000	350,000	+8.0%	629	642	-2.0%	2.7	3.2	-15.6%	60	70	-14.3%
<b>Southeast Regional Total</b>		<b>260,000</b>	<b>240,000</b>	<b>+8.3%</b>	<b>3,143</b>	<b>3,341</b>	<b>-5.9%</b>	<b>3.2</b>	<b>3.6</b>	<b>-11.1%</b>	<b>61</b>	<b>68</b>	<b>-10.3%</b>

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
West	Buffalo	206,000	182,000	+13.2%	17	15	+13.3%	5.2	5.4	-3.7%	74	107	-30.8%
	Chippewa	228,000	229,000	-0.4%	73	101	-27.7%	3.4	4.2	-19.0%	67	87	-23.0%
	Dunn	227,500	212,500	+7.1%	62	62	0.0%	3.9	4.6	-15.2%	78	92	-15.2%
	Eau Claire	258,950	235,000	+10.2%	136	155	-12.3%	3.4	4.2	-19.0%	69	73	-5.5%
	Jackson	150,900	174,900	-13.7%	17	23	-26.1%	3.7	6.7	-44.8%	63	135	-53.3%
	La Crosse	233,000	225,000	+3.6%	160	185	-13.5%	2.7	2.9	-6.9%	63	66	-4.5%
	Monroe	200,000	188,400	+6.2%	53	67	-20.9%	3.0	4.3	-30.2%	62	95	-34.7%
	Pepin	NA	152,500	NA	7	17	-58.8%	3.6	5.9	-39.0%	110	124	-11.3%
	Pierce	308,350	250,000	+23.3%	51	54	-5.6%	4.8	4.1	+17.1%	93	81	+14.8%
	St. Croix	325,000	310,000	+4.8%	119	127	-6.3%	3.5	3.8	-7.9%	65	75	-13.3%
	Trempealeau	186,000	229,250	-18.9%	35	30	+16.7%	4.5	5.2	-13.5%	56	78	-28.2%
	Vernon	157,500	211,950	-25.7%	28	32	-12.5%	3.6	6.0	-40.0%	82	108	-24.1%
<b>West Regional Total</b>		<b>250,000</b>	<b>232,250</b>	<b>+7.6%</b>	<b>758</b>	<b>868</b>	<b>-12.7%</b>	<b>3.5</b>	<b>4.1</b>	<b>-14.6%</b>	<b>69</b>	<b>82</b>	<b>-15.9%</b>

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
245,000	229,900	+6.6%	8,470	9,268	-8.6%	66	86	-23.3%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
9/2021	9/2020	% Change	9/2021	9/2020	% Change	9/2021	9/2020	% Change
3.3	3.9	-15.4%	9,163	9,884	-7.3%	24,893	27,499	-9.5%

### 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	3,094	110	12,388	1,096,647,984	3.0
\$125,000 - \$199,999	6,014	65	25,134	4,197,582,065	2.9
\$200,000 - \$349,999	8,177	71	32,156	8,844,690,506	3.1
\$350,000 - \$499,999	4,323	84	12,854	5,401,557,156	4.0
\$500,000+	3,285	117	7,393	5,666,853,726	5.3

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

Category	September 2021	September 2020
Metropolitan Counties Combined	3.1	3.5
Micropolitan Counties Combined	3.5	4.1
Rural Counties Combined	4.0	5.6
State Total	3.3	3.9





**Report Criteria:** Reflecting YTD data through: September 2021 | State: WI | Type: Residential

Region	County	YTD Median Price			YTD Sales		
		Through 9/2021	Through 9/2020	% Change	Through 9/2021	Through 9/2020	% Change
North	Ashland	136,000	117,650	+15.6%	230	198	+16.2%
	Barron	195,000	182,050	+7.1%	741	718	+3.2%
	Bayfield	240,000	185,000	+29.7%	276	293	-5.8%
	Burnett	249,000	200,000	+24.5%	428	475	-9.9%
	Douglas	177,000	163,000	+8.6%	474	479	-1.0%
	Florence	170,000	160,000	+6.3%	18	17	+5.9%
	Forest	155,000	139,950	+10.8%	140	132	+6.1%
	Iron	205,000	190,000	+7.9%	114	94	+21.3%
	Langlade	127,000	120,000	+5.8%	372	309	+20.4%
	Lincoln	157,500	135,500	+16.2%	358	426	-16.0%
	Oneida	227,000	209,900	+8.1%	698	719	-2.9%
	Polk	239,900	200,000	+20.0%	624	606	+3.0%
	Price	137,000	131,500	+4.2%	385	281	+37.0%
	Rusk	175,000	139,000	+25.9%	152	183	-16.9%
	Sawyer	242,000	249,950	-3.2%	364	478	-23.8%
	Taylor	156,000	134,950	+15.6%	155	176	-11.9%
	Vilas	293,500	250,000	+17.4%	555	578	-4.0%
Washburn	224,450	220,000	+2.0%	332	413	-19.6%	
<b>North Regional Total</b>		<b>203,000</b>	<b>179,900</b>	<b>+12.8%</b>	<b>6,416</b>	<b>6,575</b>	<b>-2.4%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 9/2021	Through 9/2020	% Change	Through 9/2021	Through 9/2020	% Change
Northeast	Brown	245,000	220,000	+11.4%	2,525	2,642	-4.4%
	Calumet	260,000	206,500	+25.9%	506	542	-6.6%
	Door	289,000	270,600	+6.8%	622	571	+8.9%
	Fond du Lac	180,000	155,000	+16.1%	1,027	1,053	-2.5%
	Green Lake	199,980	166,700	+20.0%	229	240	-4.6%
	Kewaunee	175,000	164,000	+6.7%	197	208	-5.3%
	Manitowoc	156,500	131,000	+19.5%	830	829	+0.1%
	Marinette	149,750	130,000	+15.2%	564	529	+6.6%
	Menominee	320,000	295,000	+8.5%	18	25	-28.0%
	Oconto	180,000	147,250	+22.2%	497	530	-6.2%
	Outagamie	231,000	205,000	+12.7%	1,779	1,830	-2.8%
	Shawano	163,250	139,450	+17.1%	380	388	-2.1%
	Waupaca	169,450	158,000	+7.2%	506	493	+2.6%
	Winnebago	190,000	172,500	+10.1%	1,669	1,706	-2.2%
<b>Northeast Regional Total</b>		<b>208,900</b>	<b>183,000</b>	<b>+14.2%</b>	<b>11,349</b>	<b>11,586</b>	<b>-2.0%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 9/2021	Through 9/2020	% Change	Through 9/2021	Through 9/2020	% Change
Southeast	Kenosha	230,000	210,000	+9.5%	1,913	1,823	+4.9%
	Milwaukee	210,000	186,500	+12.6%	10,029	8,830	+13.6%
	Ozaukee	379,000	335,500	+13.0%	1,039	1,098	-5.4%
	Racine	210,000	199,700	+5.2%	2,396	2,198	+9.0%
	Sheboygan	185,000	179,900	+2.8%	1,152	1,119	+2.9%
	Walworth	284,000	255,000	+11.4%	1,507	1,534	-1.8%
	Washington	309,000	275,000	+12.4%	1,618	1,597	+1.3%
	Waukesha	370,000	336,000	+10.1%	4,665	4,783	-2.5%
<b>Southeast Regional Total</b>		<b>251,000</b>	<b>235,000</b>	<b>+6.8%</b>	<b>24,319</b>	<b>22,982</b>	<b>+5.8%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 9/2021	Through 9/2020	% Change	Through 9/2021	Through 9/2020	% Change
West	Buffalo	159,950	146,250	+9.4%	108	111	-2.7%
	Chippewa	235,000	210,500	+11.6%	633	732	-13.5%
	Dunn	230,000	195,000	+17.9%	420	512	-18.0%
	Eau Claire	240,000	210,000	+14.3%	1,157	1,105	+4.7%
	Jackson	159,900	144,900	+10.4%	189	147	+28.6%
	La Crosse	235,000	217,000	+8.3%	1,153	1,192	-3.3%
	Monroe	189,000	178,000	+6.2%	446	446	0.0%
	Pepin	193,250	140,000	+38.0%	62	93	-33.3%
	Pierce	285,000	245,018	+16.3%	306	307	-0.3%
	St. Croix	313,950	279,900	+12.2%	882	928	-5.0%
	Trempealeau	186,000	168,500	+10.4%	242	227	+6.6%
	Vernon	175,000	174,950	0.0%	230	232	-0.9%
<b>West Regional Total</b>		<b>240,000</b>	<b>215,000</b>	<b>+11.6%</b>	<b>5,828</b>	<b>6,032</b>	<b>-3.4%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 9/2021	Through 9/2020	% Change	Through 9/2021	Through 9/2020	% Change
Central	Adams	180,000	154,900	+16.2%	475	497	-4.4%
	Clark	140,000	117,000	+19.7%	270	225	+20.0%
	Juneau	170,000	149,950	+13.4%	315	320	-1.6%
	Marathon	193,000	181,000	+6.6%	1,355	1,371	-1.2%
	Marquette	195,500	164,200	+19.1%	204	200	+2.0%
	Portage	220,000	200,000	+10.0%	583	607	-4.0%
	Waushara	185,000	155,000	+19.4%	241	333	-27.6%
	Wood	155,000	136,500	+13.6%	779	684	+13.9%
<b>Central Regional Total</b>		<b>180,000</b>	<b>165,000</b>	<b>+9.1%</b>	<b>4,222</b>	<b>4,237</b>	<b>-0.4%</b>

Region	County	YTD Median Price			YTD Sales		
		Through 9/2021	Through 9/2020	% Change	Through 9/2021	Through 9/2020	% Change
South Central	Columbia	229,950	224,950	+2.2%	624	656	-4.9%
	Crawford	165,000	135,950	+21.4%	143	160	-10.6%
	Dane	351,807	315,000	+11.7%	6,638	6,576	+0.9%
	Dodge	205,000	178,900	+14.6%	858	861	-0.3%
	Grant	155,000	140,500	+10.3%	357	354	+0.8%
	Green	227,200	200,000	+13.6%	350	337	+3.9%
	Iowa	225,000	211,950	+6.2%	206	204	+1.0%
	Jefferson	270,000	244,250	+10.5%	1,026	1,000	+2.6%
	Lafayette	159,450	150,000	+6.3%	130	123	+5.7%
	Richland	162,500	153,000	+6.2%	118	117	+0.9%
	Rock	197,000	180,250	+9.3%	1,933	1,756	+10.1%
	Sauk	235,000	226,000	+4.0%	740	742	-0.3%
<b>South Central Regional Total</b>		<b>289,900</b>	<b>259,000</b>	<b>+11.9%</b>	<b>13,123</b>	<b>12,886</b>	<b>+1.8%</b>

#### YTD Statewide Median Price

Through 9/2021	Through 9/2020	% Change
240,100	219,000	+9.6%

#### YTD Statewide Sales

Through 9/2021	Through 9/2020	% Change
65,257	64,298	+1.5%