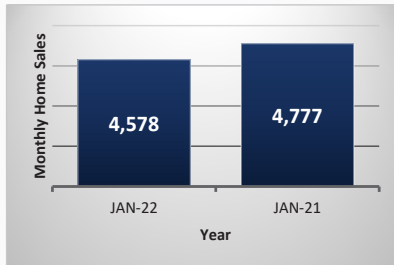


MONTHLY HOME SALES

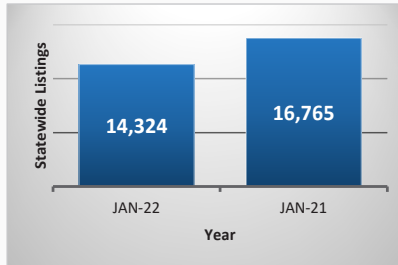


January 2022
4,578
HOMES SOLD

January 2021
4,777
HOMES SOLD

from last year **-4.2%**

TOTAL STATEWIDE LISTINGS



January 2022
14,324
ACTIVE LISTINGS

January 2021
16,765
ACTIVE LISTINGS

from last year **-14.6%**

MEDIAN HOME PRICE

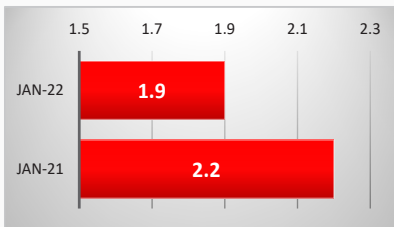


January 2022
231,000
AVG HOME PRICE IN WI

January 2021
210,000
AVG HOME PRICE IN WI

from last year **10.0%**

MONTHS OF INVENTORY

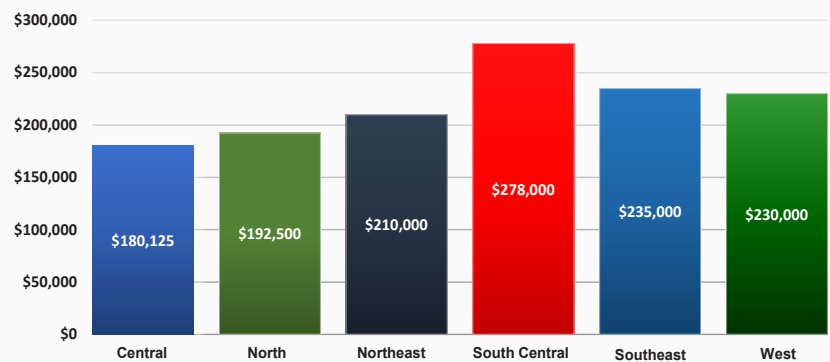


January 2022
1.90
MONTHS

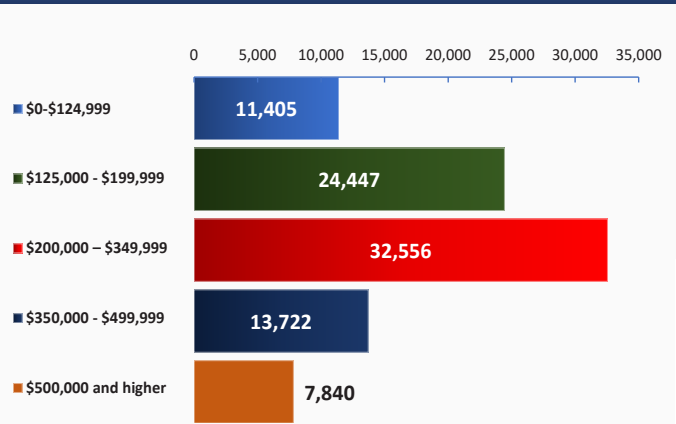
January 2021
2.20
MONTHS

from last year **-13.6%**

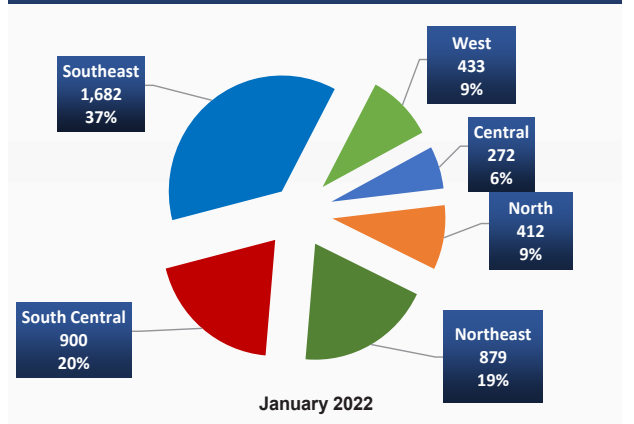
MEDIAN PRICES BY REGION



HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION



MORTGAGE INTEREST RATES

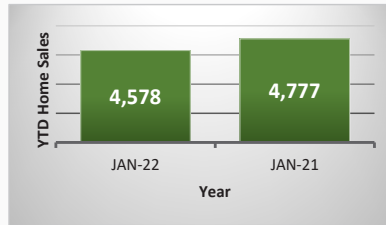


January 2022
3.45%
AVG 30 YR. FIXED

January 2021
2.74%
AVG 30 YR. FIXED

from last year **↑ 25.9%**

YEAR-TO-DATE HOME SALES

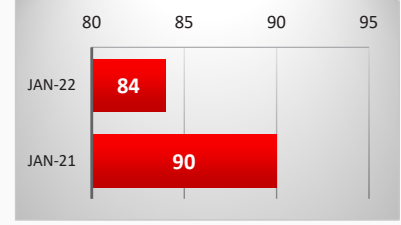


Year-to-Date 2022
4,578
HOMES SOLD THRU 1/22

Year-to-Date 2021
4,777
HOMES SOLD THRU 1/21

from last year **↓ -4.2%**

AVG DAYS ON MARKET



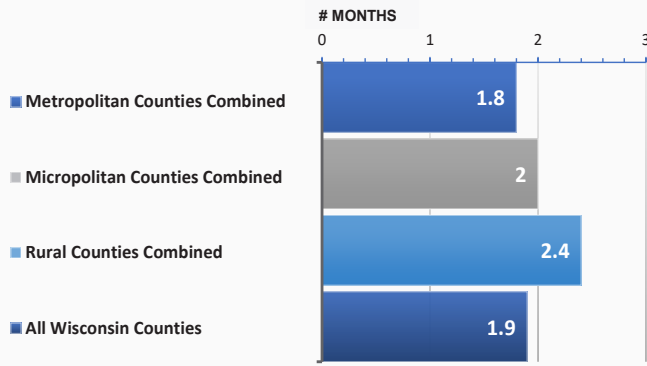
January 2022
84
ACTIVE LISTINGS

January 2021
90
ACTIVE LISTINGS

from last year **↓ -6.7%**

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

MONTHS OF INVENTORY BY URBAN CLASSIFICATION



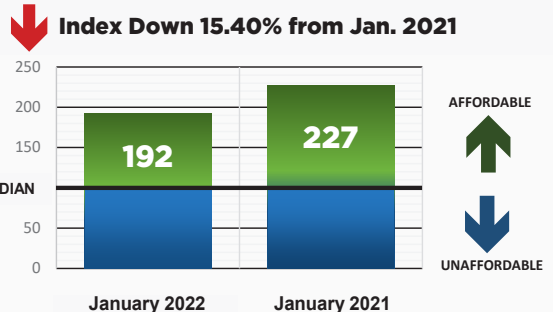
Metropolitan counties include: Brown, Calumet, Chippewa, Columbia, Dane, Douglas, Eau Claire, Fond du Lac, Green, Iowa, Kenosha, Kewaunee, La Crosse, Marathon, Milwaukee, Oconto, Ozaukee, Outagamie, Pierce, Racine, Rock, Sheboygan, St. Croix, Washington, Waukesha and Winnebago.

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.



JANUARY 2022 TALKING POINTS

- January 2022 existing home sales fell 4.2% relative to that same month last year as tight inventories continued to constrain the housing market. The inventory problem pushed the statewide median price to \$231,000 in January 2022, an increase of 10% over January 2021.
- Although the state did not quite match the record January sales of last year, January 2022 still experienced the second strongest sales for the month of January since the WRA re-benchmarked its data collection protocols in 2005. This suggests that housing demand remains very strong even with significant home price appreciation.
- Regionally, sales fell significantly in the less urban regions of the state. Over the past 12 months, existing home sales fell 14.9% in the North region, and they fell 15.3% in the Central region. In contrast, sales were down modestly in the South Central region, down 5.5%, and the Southeast region, down 2.9%. Finally, they rose 0.7% in the Northeast region and increased 4.3% in the West region of the state.
- The 30-year fixed mortgage rate increased by just over a third of a percent since December, and it rose by nearly three quarters of a percent in the last 12 months. However, mortgage rates remain low by historical standards, with the 30-year fixed-rate mortgage standing at just 3.45% in January 2022.
- Total listings fell 14.6% from their levels 12 months earlier, driving months of supply down to just 1.9 months in January. It has been six years since the January supply of homes was at the six-month mark, which indicates a balanced housing market.
- The Wisconsin Housing Affordability index shows the portion of the median-priced home that a buyer with median family income qualifies to purchase, assuming a 20% down payment and a 30-year fixed-rate mortgage financing the remaining balance. The January index indicates that buyer qualifies to purchase 192% of the median-priced home. While still affordable, the index is down from 227% a year earlier, showing that the combination of rising mortgage rates and rising home prices continues to diminish housing affordability in the state.

TIGHT INVENTORY KEEPS SELLERS IN THE DRIVER'S SEAT



“With housing demand so strong and inventory so tight, this is the strongest seller’s market in years. With such limited supply, this is a great time to list your home. A REALTOR® who is experienced can help homeowners get the best price for their home, which is often their most important asset.”

Brad Lois

2022 Chairman of the Board of Directors, Wisconsin REALTORS® Association

INFLATION PROBLEM INTENSIFIES



“Annual inflation rates continue to rise, with headline inflation increasing to an annual rate of 7.5% in January. Ongoing supply chain problems and labor shortages combined with spikes in energy prices has the Federal Reserve on alert. To keep the economy from further overheating, the Fed is likely to begin raising short-term interest rates more aggressively than was suggested in its December meeting. Containing inflationary expectations is the best way to keep mortgage rates from rising more quickly.”

Dave Clark

Marquette University Economist and WRA Consultant

TAKING ADVANTAGE OF CURRENT MORTGAGE RATES



“Mortgage rates have been trending up since last September, but they are still less than a percent higher than the all-time low we saw at the end of 2020. However, you need to move quickly, and working with a REALTOR® who knows your local market is the best way to find a home in this strong seller’s market. Having your financing lined up will increase the likelihood of success in this tight market.”

Michael Theo

President & CEO, Wisconsin REALTORS® Association



Summary of Wisconsin Housing Statistics						
	Monthly			Year-to-Date		
	Jan 2022	Jan 2021	% Change	Jan 2022	Jan 2021	% Change
Unit Sales	4,578	4,777	-4.2%	4,578	4,777	-4.2%
Median Price	\$231,000	\$210,000	+10.0%	\$231,000	\$210,000	+10.0%
New Listings	4,832	5,480	-11.8%	x	X	x
Total Listings	14,324	16,765	-14.6%	x	X	x
Months of Inventory	1.9	2.2	-13.6%	x	X	x
Average Days on Market	84	90	-6.7%	x	x	x
WI Housing Affordability Index	192	227	-15.4%	x	x	x

Housing Price Range Statistics					
Price Range	Total Jan 2022 Listings	Average Days on Market (Feb 2021 - Jan 2022)	Total Sold (Feb 2021 - Jan 2022)	Total Volume Sold (Feb 2021 - Jan 2022)	Months of Inventory (Feb 2021 - Jan 2022)
\$0-\$124,999	1,950	158	11,405	\$1,022,158,023	2.1
\$125,000 - \$199,999	3,283	108	24,447	\$4,098,898,778	1.6
\$200,000 - \$349,999	4,387	118	32,556	\$8,972,238,918	1.6
\$350,000 - \$499,999	2,632	133	13,722	\$5,734,007,769	2.3
\$500,000 and higher	2,072	168	7,840	\$6,064,014,966	3.2

Inventory by Urban Classification		
County type	Jan 2022	Jan 2021
Metropolitan Counties Combined	1.8	2.0
Micropolitan Counties Combined	2.0	2.4
Rural Counties Combined	2.4	3.0
All Wisconsin Counties	1.9	2.2

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
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data for: January 2022 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
Central	Adams	216,000	135,250	+59.7%	25	26	-3.8%	2.7	2.8	-3.6%	115	84	+36.9%
	Clark	162,450	148,000	+9.8%	24	21	+14.3%	2.3	3.7	-37.8%	96	142	-32.4%
	Juneau	153,000	205,000	-25.4%	25	31	-19.4%	3.3	3.0	+10.0%	94	124	-24.2%
	Marathon	179,950	159,325	+12.9%	84	112	-25.0%	1.7	2.3	-26.1%	97	109	-11.0%
	Marquette	220,000	179,900	+22.3%	15	11	+36.4%	2.8	2.8	0.0%	80	258	-69.0%
	Portage	232,500	201,000	+15.7%	34	43	-20.9%	1.7	2.1	-19.0%	73	99	-26.3%
	Waushara	NA	237,250	NA	9	10	-10.0%	2.2	1.9	+15.8%	89	78	+14.1%
	Wood	145,500	134,000	+8.6%	56	67	-16.4%	1.7	2.2	-22.7%	86	90	-4.4%
Central Regional Total		180,125	161,000	+11.9%	272	321	-15.3%	2.0	2.5	-20.0%	92	109	-15.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
North	Ashland	97,500	60,000	+62.5%	12	18	-33.3%	3.0	4.7	-36.2%	129	96	+34.4%
	Barron	164,500	152,450	+7.9%	47	50	-6.0%	1.7	2.4	-29.2%	92	121	-24.0%
	Bayfield	315,000	324,000	-2.8%	11	16	-31.3%	2.8	3.9	-28.2%	119	231	-48.5%
	Burnett	235,000	235,000	0.0%	27	27	0.0%	1.7	1.7	0.0%	89	133	-33.1%
	Douglas	174,750	152,500	+14.6%	30	26	+15.4%	1.8	2.1	-14.3%	66	78	-15.4%
	Florence	NA	NA	NA	2	NA	NA	4.5	3.9	+15.4%	18	NA	NA
	Forest	NA	92,000	NA	8	18	-55.6%	3.3	3.3	0.0%	174	107	+62.6%
	Iron	260,000	NA	NA	11	8	+37.5%	2.2	4.6	-52.2%	132	201	-34.3%
	Langlade	153,950	124,000	+24.2%	20	17	+17.6%	2.7	3.7	-27.0%	121	99	+22.2%
	Lincoln	139,000	185,558	-25.1%	25	37	-32.4%	2.2	2.7	-18.5%	73	145	-49.7%
	Oneida	210,000	189,000	+11.1%	51	77	-33.8%	1.7	2.4	-29.2%	129	131	-1.5%
	Polk	270,000	200,000	+35.0%	39	40	-2.5%	1.9	2.2	-13.6%	122	105	+16.2%
	Price	156,000	115,150	+35.5%	21	24	-12.5%	2.7	5.3	-49.1%	102	180	-43.3%
	Rusk	NA	148,700	NA	9	18	-50.0%	2.4	2.2	+9.1%	70	117	-40.2%
	Sawyer	224,950	264,400	-14.9%	40	36	+11.1%	2.3	3.1	-25.8%	165	139	+18.7%
	Taylor	150,000	NA	NA	19	9	+111.1%	2.5	2.8	-10.7%	76	79	-3.8%
	Vilas	372,000	215,000	+73.0%	26	43	-39.5%	2.5	2.8	-10.7%	100	171	-41.5%
	Washburn	272,889	156,250	+74.6%	14	20	-30.0%	1.9	2.5	-24.0%	105	126	-16.7%
North Regional Total		192,500	165,000	+16.7%	412	484	-14.9%	2.2	2.8	-21.4%	109	132	-17.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
Northeast	Brown	246,000	210,000	+17.1%	195	206	-5.3%	1.7	1.7	0.0%	79	72	+9.7%
	Calumet	230,000	219,900	+4.6%	32	41	-22.0%	1.9	2.0	-5.0%	79	75	+5.3%
	Door	385,000	245,500	+56.8%	29	42	-31.0%	3.4	4.1	-17.1%	116	95	+22.1%
	Fond du Lac	167,500	152,000	+10.2%	77	97	-20.6%	1.8	2.0	-10.0%	79	98	-19.4%
	Green Lake	168,540	128,500	+31.2%	17	10	+70.0%	2.5	4.0	-37.5%	96	148	-35.1%
	Kewaunee	165,000	167,450	-1.5%	24	16	+50.0%	2.5	3.0	-16.7%	54	106	-49.1%
	Manitowoc	145,500	132,000	+10.2%	74	57	+29.8%	1.6	1.9	-15.8%	67	82	-18.3%
	Marinette	143,000	117,000	+22.2%	41	25	+64.0%	1.6	2.9	-44.8%	103	124	-16.9%
	Menominee	NA	NA	NA	NA	NA	NA	2.8	2.3	+21.7%	NA	NA	NA
	Oconto	225,000	210,000	+7.1%	29	37	-21.6%	2.0	2.3	-13.0%	98	94	+4.3%
	Outagamie	250,500	202,500	+23.7%	138	134	+3.0%	1.8	1.6	+12.5%	65	67	-3.0%
	Shawano	180,000	144,444	+24.6%	29	27	+7.4%	2.3	2.1	+9.5%	92	83	+10.8%
	Waupaca	201,000	152,500	+31.8%	50	42	+19.0%	2.2	2.8	-21.4%	99	106	-6.6%
	Winnebago	199,900	180,000	+11.1%	144	139	+3.6%	1.8	1.7	+5.9%	76	71	+7.0%
Northeast Regional Total		210,000	185,000	+13.5%	879	873	+0.7%	1.9	2.1	-9.5%	79	82	-3.7%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
South Central	Columbia	244,000	215,000	+13.5%	35	45	-22.2%	1.8	2.1	-14.3%	104	85	+22.4%
	Crawford	162,835	116,250	+40.1%	12	10	+20.0%	3.6	3.3	+9.1%	124	218	-43.1%
	Dane	357,750	316,500	+13.0%	418	446	-6.3%	1.7	2.0	-15.0%	86	96	-10.4%
	Dodge	192,000	178,100	+7.8%	91	53	+71.7%	1.8	2.3	-21.7%	84	87	-3.4%
	Grant	153,700	145,000	+6.0%	24	35	-31.4%	3.1	3.0	+3.3%	104	129	-19.4%
	Green	255,000	139,500	+82.8%	25	22	+13.6%	2.3	2.0	+15.0%	77	61	+26.2%
	Iowa	269,000	208,000	+29.3%	18	17	+5.9%	2.7	3.0	-10.0%	100	92	+8.7%
	Jefferson	230,050	240,000	-4.1%	64	83	-22.9%	2.1	2.2	-4.5%	90	80	+12.5%
	Lafayette	NA	NA	NA	5	9	-44.4%	2.4	3.4	-29.4%	125	147	-15.0%
	Richland	239,000	NA	NA	11	7	+57.1%	3.3	3.3	0.0%	83	91	-8.8%
	Rock	176,500	183,000	-3.6%	156	160	-2.5%	2.0	2.0	0.0%	75	82	-8.5%
	Sauk	225,000	217,000	+3.7%	41	65	-36.9%	2.1	2.4	-12.5%	70	101	-30.7%
	South Central Regional Total		278,000	255,000	+9.0%	900	952	-5.5%	1.9	2.2	-13.6%	85	93

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
Southeast	Kenosha	231,000	205,000	+12.7%	137	135	+1.5%	1.7	2.1	-19.0%	74	75	-1.3%
	Milwaukee	199,000	178,500	+11.5%	744	733	+1.5%	2.0	2.2	-9.1%	70	71	-1.4%
	Ozaukee	365,250	363,495	+0.5%	74	84	-11.9%	2.1	2.2	-4.5%	85	90	-5.6%
	Racine	205,000	193,950	+5.7%	168	168	0.0%	1.8	2.1	-14.3%	90	74	+21.6%
	Sheboygan	199,900	160,000	+24.9%	85	97	-12.4%	1.8	2.2	-18.2%	66	81	-18.5%
	Walworth	280,000	287,000	-2.4%	99	104	-4.8%	2.2	2.8	-21.4%	80	97	-17.5%
	Washington	291,250	302,450	-3.7%	121	98	+23.5%	1.5	1.9	-21.1%	80	80	0.0%
	Waukesha	369,950	330,900	+11.8%	254	313	-18.8%	1.5	1.6	-6.3%	80	83	-3.6%
	Southeast Regional Total	235,000	220,000	+6.8%	1,682	1,732	-2.9%	1.8	2.1	-14.3%	76	77	-1.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
West	Buffalo	NA	NA	NA	5	6	-16.7%	2.6	3.5	-25.7%	109	55	+98.2%
	Chippewa	192,500	210,000	-8.3%	52	46	+13.0%	2.2	2.4	-8.3%	85	103	-17.5%
	Dunn	243,450	179,900	+35.3%	42	27	+55.6%	1.8	2.3	-21.7%	76	91	-16.5%
	Eau Claire	248,450	215,000	+15.6%	80	84	-4.8%	1.8	2.5	-28.0%	95	83	+14.5%
	Jackson	182,500	148,500	+22.9%	15	15	0.0%	2.7	3.7	-27.0%	83	123	-32.5%
	La Crosse	235,000	215,200	+9.2%	94	76	+23.7%	1.5	1.6	-6.3%	82	75	+9.3%
	Monroe	230,000	156,500	+47.0%	36	32	+12.5%	2.0	2.4	-16.7%	80	103	-22.3%
	Pepin	NA	NA	NA	2	4	-50.0%	2.3	3.0	-23.3%	91	134	-32.1%
	Pierce	245,500	259,900	-5.5%	24	19	+26.3%	1.9	2.8	-32.1%	112	62	+80.6%
	St. Croix	294,000	285,634	+2.9%	47	73	-35.6%	2.1	2.0	+5.0%	118	91	+29.7%
	Trempealeau	161,500	184,500	-12.5%	24	14	+71.4%	2.0	3.1	-35.5%	107	104	+2.9%
	Vernon	135,000	158,000	-14.6%	12	19	-36.8%	2.1	2.8	-25.0%	93	121	-23.1%
	West Regional Total	230,000	216,965	+6.0%	433	415	+4.3%	1.9	2.3	-17.4%	92	90	+2.2%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
231,000	210,000	+10.0%	4,578	4,777	-4.2%	84	90	-6.7%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
1/2022	1/2021	% Change	1/2022	1/2021	% Change	1/2022	1/2021	% Change
1.9	2.2	-13.6%	4,832	5,480	-11.8%	14,324	16,765	-14.6%

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	1,950	158	11,405	1,022,158,023	2.1
\$125,000 - \$199,999	3,283	108	24,447	4,098,898,778	1.6
\$200,000 - \$349,999	4,387	118	32,556	8,972,238,918	1.6
\$350,000 - \$499,999	2,632	133	13,722	5,734,007,769	2.3
\$500,000+	2,072	168	7,840	6,064,014,966	3.2

Months of Inventory by Broad Urban-Rural Classification		
Category	January 2022	January 2021
Metropolitan Counties Combined	1.8	2.0
Micropolitan Counties Combined	2.0	2.4
Rural Counties Combined	2.4	3.0
State Total	1.9	2.2



Report Criteria: Reflecting YTD data through: January 2022 | State: WI | Type: Residential

Region	County	YTD Median Price			YTD Sales		
		Through 1/2022	Through 1/2021	% Change	Through 1/2022	Through 1/2021	% Change
Central	Adams	216,000	135,250	+59.7%	25	26	-3.8%
	Clark	162,450	148,000	+9.8%	24	21	+14.3%
	Juneau	153,000	205,000	-25.4%	25	31	-19.4%
	Marathon	179,950	159,325	+12.9%	84	112	-25.0%
	Marquette	220,000	179,900	+22.3%	15	11	+36.4%
	Portage	232,500	201,000	+15.7%	34	43	-20.9%
	Waushara	NA	237,250	NA	9	10	-10.0%
	Wood	145,500	134,000	+8.6%	56	67	-16.4%
Central Regional Total		180,125	161,000	+11.9%	272	321	-15.3%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2022	Through 1/2021	% Change	Through 1/2022	Through 1/2021	% Change
North	Ashland	97,500	60,000	+62.5%	12	18	-33.3%
	Barron	164,500	152,450	+7.9%	47	50	-6.0%
	Bayfield	315,000	324,000	-2.8%	11	16	-31.3%
	Burnett	235,000	235,000	0.0%	27	27	0.0%
	Douglas	174,750	152,500	+14.6%	30	26	+15.4%
	Florence	NA	NA	NA	2	NA	NA
	Forest	NA	92,000	NA	8	18	-55.6%
	Iron	260,000	NA	NA	11	8	+37.5%
	Langlade	153,950	124,000	+24.2%	20	17	+17.6%
	Lincoln	139,000	185,558	-25.1%	25	37	-32.4%
	Oneida	210,000	189,000	+11.1%	51	77	-33.8%
	Polk	270,000	200,000	+35.0%	39	40	-2.5%
	Price	156,000	115,150	+35.5%	21	24	-12.5%
	Rusk	NA	148,700	NA	9	18	-50.0%
	Sawyer	224,950	264,400	-14.9%	40	36	+11.1%
	Taylor	150,000	NA	NA	19	9	+111.1%
	Vilas	372,000	215,000	+73.0%	26	43	-39.5%
Washburn	272,889	156,250	+74.6%	14	20	-30.0%	
North Regional Total		192,500	165,000	+16.7%	412	484	-14.9%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2022	Through 1/2021	% Change	Through 1/2022	Through 1/2021	% Change
Northeast	Brown	246,000	210,000	+17.1%	195	206	-5.3%
	Calumet	230,000	219,900	+4.6%	32	41	-22.0%
	Door	385,000	245,500	+56.8%	29	42	-31.0%
	Fond du Lac	167,500	152,000	+10.2%	77	97	-20.6%
	Green Lake	168,540	128,500	+31.2%	17	10	+70.0%
	Kewaunee	165,000	167,450	-1.5%	24	16	+50.0%
	Manitowoc	145,500	132,000	+10.2%	74	57	+29.8%
	Marinette	143,000	117,000	+22.2%	41	25	+64.0%
	Menominee	NA	NA	NA	NA	NA	NA
	Oconto	225,000	210,000	+7.1%	29	37	-21.6%
	Outagamie	250,500	202,500	+23.7%	138	134	+3.0%
	Shawano	180,000	144,444	+24.6%	29	27	+7.4%
	Waupaca	201,000	152,500	+31.8%	50	42	+19.0%
	Winnebago	199,900	180,000	+11.1%	144	139	+3.6%
Northeast Regional Total		210,000	185,000	+13.5%	879	873	+0.7%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2022	Through 1/2021	% Change	Through 1/2022	Through 1/2021	% Change
South Central	Columbia	244,000	215,000	+13.5%	35	45	-22.2%
	Crawford	162,835	116,250	+40.1%	12	10	+20.0%
	Dane	357,750	316,500	+13.0%	418	446	-6.3%
	Dodge	192,000	178,100	+7.8%	91	53	+71.7%
	Grant	153,700	145,000	+6.0%	24	35	-31.4%
	Green	255,000	139,500	+82.8%	25	22	+13.6%
	Iowa	269,000	208,000	+29.3%	18	17	+5.9%
	Jefferson	230,050	240,000	-4.1%	64	83	-22.9%
	Lafayette	NA	NA	NA	5	9	-44.4%
	Richland	239,000	NA	NA	11	7	+57.1%
	Rock	176,500	183,000	-3.6%	156	160	-2.5%
	Sauk	225,000	217,000	+3.7%	41	65	-36.9%
South Central Regional Total		278,000	255,000	+9.0%	900	952	-5.5%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2022	Through 1/2021	% Change	Through 1/2022	Through 1/2021	% Change
Southeast	Kenosha	231,000	205,000	+12.7%	137	135	+1.5%
	Milwaukee	199,000	178,500	+11.5%	744	733	+1.5%
	Ozaukee	365,250	363,495	+0.5%	74	84	-11.9%
	Racine	205,000	193,950	+5.7%	168	168	0.0%
	Sheboygan	199,900	160,000	+24.9%	85	97	-12.4%
	Walworth	280,000	287,000	-2.4%	99	104	-4.8%
	Washington	291,250	302,450	-3.7%	121	98	+23.5%
	Waukesha	369,950	330,900	+11.8%	254	313	-18.8%
Southeast Regional Total		235,000	220,000	+6.8%	1,682	1,732	-2.9%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2022	Through 1/2021	% Change	Through 1/2022	Through 1/2021	% Change
West	Buffalo	NA	NA	NA	5	6	-16.7%
	Chippewa	192,500	210,000	-8.3%	52	46	+13.0%
	Dunn	243,450	179,900	+35.3%	42	27	+55.6%
	Eau Claire	248,450	215,000	+15.6%	80	84	-4.8%
	Jackson	182,500	148,500	+22.9%	15	15	0.0%
	La Crosse	235,000	215,200	+9.2%	94	76	+23.7%
	Monroe	230,000	156,500	+47.0%	36	32	+12.5%
	Pepin	NA	NA	NA	2	4	-50.0%
	Pierce	245,500	259,900	-5.5%	24	19	+26.3%
	St. Croix	294,000	285,634	+2.9%	47	73	-35.6%
	Trempealeau	161,500	184,500	-12.5%	24	14	+71.4%
	Vernon	135,000	158,000	-14.6%	12	19	-36.8%
West Regional Total		230,000	216,965	+6.0%	433	415	+4.3%

YTD Statewide Median Price		
Through 1/2022	Through 1/2021	% Change
231,000	210,000	+10.0%

YTD Statewide Sales		
Through 1/2022	Through 1/2021	% Change
4,578	4,777	-4.2%