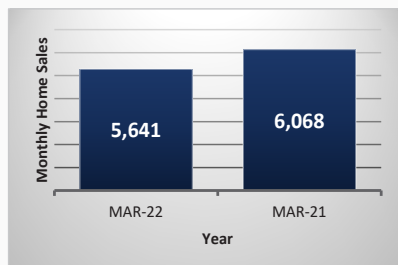


March 2022 WI Real Estate Report

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



MONTHLY HOME SALES



March 2022
5,641
HOMES SOLD

March 2021
6,068
HOMES SOLD

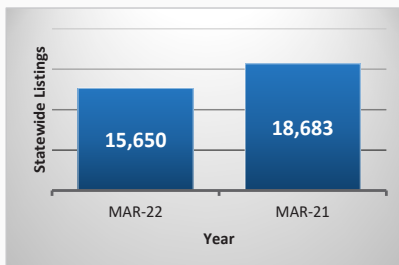
from last year



-7.0%



TOTAL STATEWIDE LISTINGS



March 2022
15,650
ACTIVE LISTINGS

March 2021
18,683
ACTIVE LISTINGS

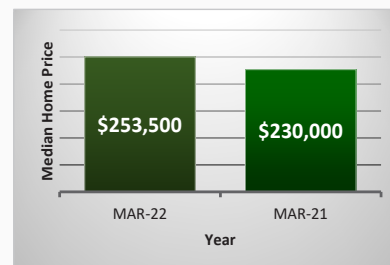
from last year



-16.2%



MEDIAN HOME PRICE



March 2022
253,500
AVG HOME PRICE IN WI

March 2021
230,000
AVG HOME PRICE IN WI

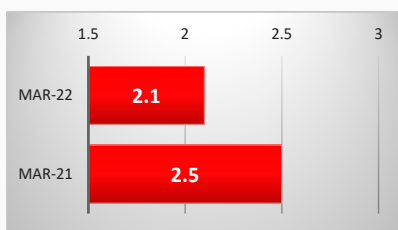
from last year



10.2%



MONTHS OF INVENTORY



March 2022
2.10
MONTHS

March 2021
2.50
MONTHS

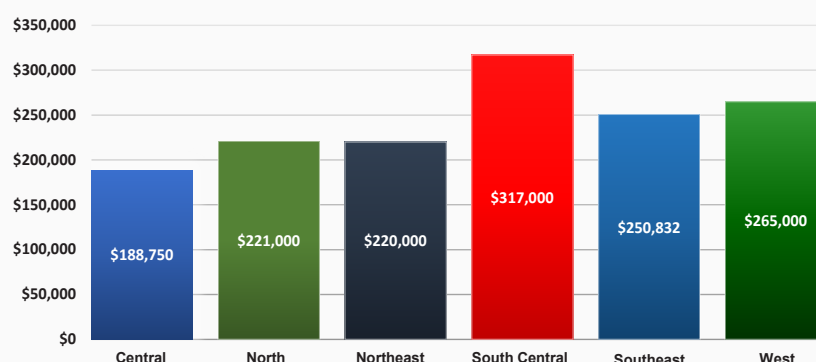
from last year



-16.0%



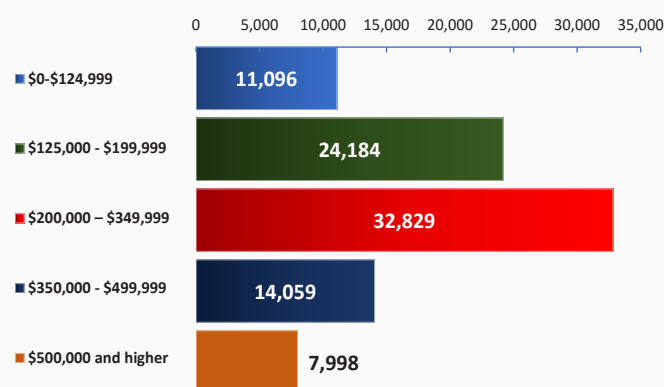
MEDIAN PRICES BY REGION



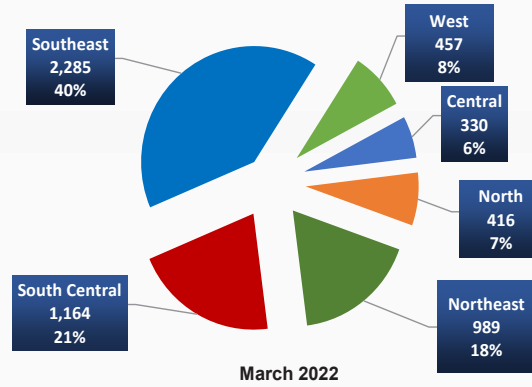
March 2022



HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



HOME SALES BY REGION



March 2022

MORTGAGE INTEREST RATES

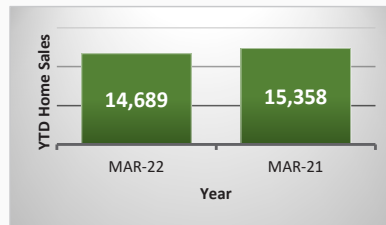


March 2022
4.17%
AVG 30 YR. FIXED

March 2021
3.08%
AVG 30 YR. FIXED

from last year **↑ 35.4%**

YEAR-TO-DATE HOME SALES

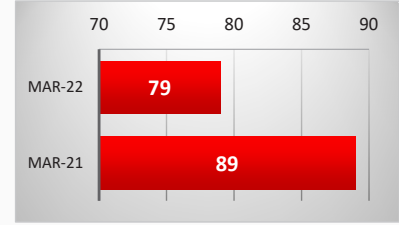


Year-to-Date 2022
14,689
HOMES SOLD THRU 3/22

Year-to-Date 2021
15,358
HOMES SOLD THRU 3/21

from last year **↓ -4.4%**

AVG DAYS ON MARKET



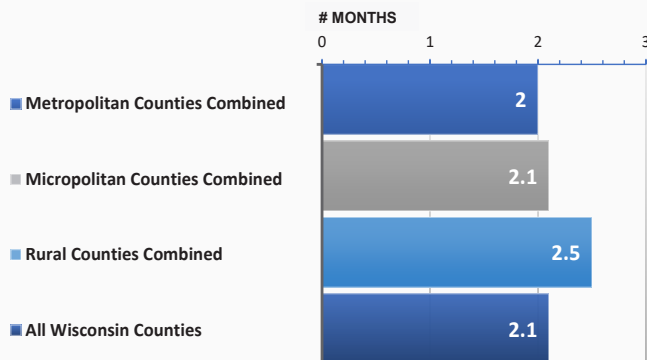
March 2022
79
ACTIVE LISTINGS

March 2021
89
ACTIVE LISTINGS

from last year **↓ -11.2%**

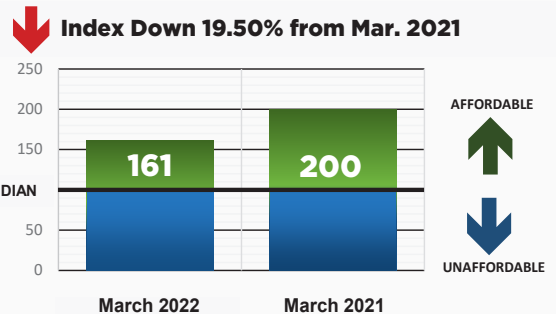
* Data based on Freddie Mac, 30 year fixed-rate mortgage rates

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.



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.



MARCH 2022 TALKING POINTS

- Low inventories drove up prices and limited sales in March compared to that same month last year. Existing home sales fell 7% over the past 12 months, and the median price rose 10.2% to \$253,500 over that same period.
- Sales in the first quarter of 2022 were down 4.4% relative to the first quarter of 2021, and the median price rose 9.6% to \$240,000 comparing the first three months of 2022 to that same period in 2021.
- Wisconsin inventories remain very tight, with just 2.1 months of available supply in March, which is lower than the 2.5 months of supply from 12 months earlier. Inventories tightened in every region of the state and across all county types, including larger metropolitan counties, mid-sized metropolitan counties and smaller rural counties. Since a six-month supply indicates a balanced market, the Wisconsin existing home market remains a strong seller's market.
- The average monthly 30-year fixed mortgage rate was 4.17% in March, which is more than a full percent higher than the rate in March 2021, which was 3.08%.
- Inflationary pressures continue to grow, fueled by supply chain problems, tight labor markets, rising energy prices and the ongoing impact of high levels of stimulus spending. The annual inflation rate increased to 8.5% in March, which is the sixth straight month in which the annual inflation rate has exceeded 6%.
- Rapidly rising prices and a significant uptick in mortgage rates has led to a 19.5% reduction in housing affordability in the state. The Wisconsin Housing Affordability Index shows the fraction of the median-priced home that a buyer with median family income qualifies to purchase assuming a 20 percent down payment and the remaining balance financed with a 30-year fixed-rate mortgage at current rates. The index stood at 161 in March. This indicates that a typical Wisconsin buyer can still afford to buy 161% of the median-priced home, but that is down from 200% in March 2021.
- Homes continue to move quickly, with the average days on the market falling from 89 days in March 2021 to 79 days in March 2022.

INVENTORIES AND SALES PERFORMANCE



"Although REALTORS® have been able to overcome tightening inventories by moving homes more quickly during the slower winter months, that will be increasingly difficult as we transition into the prime buying season. We expect home sales to lag behind the record pace of 2021."

Brad Lois

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

INFLATION PROBLEM FUELS INCREASE IN MORTGAGE RATES



"The Federal Reserve has a dual mandate to maintain full employment and also maintain price stability, defined as a 2% annual inflation rate target. Given the acceleration of the inflation rate over the past year, the Fed is focusing its attention on controlling inflation by aggressively raising the short-term federal funds rate. While its actions are spiking mortgage rates in the short term, controlling inflationary expectations is key to returning 30-year fixed mortgage rates to the more favorable 3% to 4% range we've seen over the past decade."

Dave Clark

Marquette University Economist and WRA Consultant

LOWER AFFORDABILITY SHOULD SOFTEN DEMAND PRESSURE



"Weak supply and strong demand have pushed prices up by around 10% on an annual basis, and with mortgage rates now going up more quickly, housing affordability is starting to suffer. Mortgage rates in early April are moving closer to 5%, and this trend will likely moderate housing demand pressure over the next few months as some potential buyers drop out of the market."

Michael Theo

President & CEO, Wisconsin REALTORS® Association

Summary of Wisconsin Housing Statistics

	Monthly			Year-to-Date		
	Mar 2022	Mar 2021	% Change	Mar 2022	Mar 2021	% Change
Unit Sales	5,641	6,068	-7.0%	14,689	15,358	-4.4%
Median Price	\$253,500	\$230,000	+10.2%	\$240,000	\$219,000	+9.6%
New Listings	7,507	8,821	-14.9%	x	x	x
Total Listings	15,650	18,683	-16.2%	x	x	x
Months of Inventory	2.1	2.5	-16.0%	x	x	x
Average Days on Market	79	89	-11.2%	x	X	x
WI Housing Affordability Index	161	200	-19.5%	X	X	x

Housing Price Range Statistics

Price Range	Total Mar 2022 Listings	Average Days on Market (Apr 2021 - Mar 2022)	Total Sold (Apr 2021 - Mar 2022)	Total Volume Sold (Apr 2021 - Mar 2022)	Months of Inventory (Apr 2021 - Mar 2022)
\$0-\$124,999	1,736	156	11,096	\$993,516,381	1.9
\$125,000 - \$199,999	3,180	92	24,184	\$4,068,251,226	1.6
\$200,000 – \$349,999	4,884	92	32,829	\$9,058,509,975	1.8
\$350,000 - \$499,999	3,126	103	14,059	\$5,879,143,349	2.7
\$500,000 and higher	2,724	129	7,998	\$6,187,528,693	4.1

Inventory by Urban Classification

County type	Mar 2022	Mar 2021
Metropolitan Counties Combined	2.0	2.3
Micropolitan Counties Combined	2.1	2.6
Rural Counties Combined	2.5	3.0
All Wisconsin Counties	2.1	2.5

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: March 2022 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
Central	Adams	215,000	202,000	+6.4%	39	42	-7.1%	2.7	2.6	+3.8%	89	95	-6.3%
	Clark	149,900	142,500	+5.2%	21	26	-19.2%	2.6	3.7	-29.7%	79	179	-55.9%
	Juneau	175,000	162,400	+7.8%	39	26	+50.0%	2.5	3.0	-16.7%	127	163	-22.1%
	Marathon	191,750	189,750	+1.1%	90	124	-27.4%	1.9	2.4	-20.8%	75	98	-23.5%
	Marquette	167,000	170,000	-1.8%	21	10	+110.0%	2.7	3.1	-12.9%	109	168	-35.1%
	Portage	242,000	198,000	+22.2%	47	57	-17.5%	1.8	2.3	-21.7%	86	106	-18.9%
	Waushara	175,000	258,400	-32.3%	21	19	+10.5%	2.2	2.2	0.0%	103	79	+30.4%
	Wood	165,000	132,000	+25.0%	52	51	+2.0%	1.7	2.6	-34.6%	76	84	-9.5%
Central Regional Total		188,750	179,900	+4.9%	330	355	-7.0%	2.1	2.6	-19.2%	89	108	-17.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
North	Ashland	143,000	136,000	+5.1%	26	17	+52.9%	2.7	4.7	-42.6%	114	231	-50.6%
	Barron	234,900	160,000	+46.8%	45	66	-31.8%	2.1	2.8	-25.0%	141	85	+65.9%
	Bayfield	181,000	175,000	+3.4%	12	30	-60.0%	2.8	3.4	-17.6%	152	170	-10.6%
	Burnett	354,900	240,000	+47.9%	19	46	-58.7%	1.5	1.8	-16.7%	68	122	-44.3%
	Douglas	250,000	166,500	+50.2%	35	32	+9.4%	2.1	2.2	-4.5%	83	88	-5.7%
	Florence	NA	NA	NA	2	2	0.0%	2.4	3.1	-22.6%	49	119	-58.8%
	Forest	NA	150,000	NA	8	19	-57.9%	3.3	2.9	+13.8%	84	138	-39.1%
	Iron	NA	181,000	NA	7	10	-30.0%	2.1	3.5	-40.0%	176	237	-25.7%
	Langlade	142,500	145,750	-2.2%	28	38	-26.3%	2.3	3.2	-28.1%	113	95	+18.9%
	Lincoln	180,000	171,000	+5.3%	25	31	-19.4%	2.6	2.6	0.0%	125	131	-4.6%
	Oneida	233,919	204,500	+14.4%	40	62	-35.5%	1.8	2.5	-28.0%	115	146	-21.2%
	Polk	250,000	215,200	+16.2%	41	55	-25.5%	2.1	2.4	-12.5%	74	102	-27.5%
	Price	137,000	84,950	+61.3%	18	34	-47.1%	3.3	3.8	-13.2%	113	173	-34.7%
	Rusk	189,950	NA	NA	10	9	+11.1%	2.7	2.6	+3.8%	127	168	-24.4%
	Sawyer	309,000	212,900	+45.1%	23	23	0.0%	2.4	3.4	-29.4%	71	88	-19.3%
	Taylor	125,500	124,500	+0.8%	14	11	+27.3%	3.2	3.3	-3.0%	121	208	-41.8%
	Vilas	320,000	275,000	+16.4%	41	45	-8.9%	2.4	2.8	-14.3%	105	137	-23.4%
	Washburn	380,000	155,000	+145.2%	22	25	-12.0%	2.0	2.7	-25.9%	101	100	+1.0%
North Regional Total		221,000	185,000	+19.5%	416	555	-25.0%	2.3	2.8	-17.9%	107	128	-16.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
Northeast	Brown	265,000	244,450	+8.4%	220	248	-11.3%	2.1	2.1	0.0%	73	63	+15.9%
	Calumet	298,988	257,450	+16.1%	46	52	-11.5%	2.4	2.1	+14.3%	81	68	+19.1%
	Door	347,000	255,000	+36.1%	38	54	-29.6%	4.1	4.7	-12.8%	129	144	-10.4%
	Fond du Lac	170,000	161,000	+5.6%	102	108	-5.6%	2.0	2.1	-4.8%	77	106	-27.4%
	Green Lake	211,000	244,383	-13.7%	19	26	-26.9%	2.8	2.5	+12.0%	98	156	-37.2%
	Kewaunee	285,750	165,500	+72.7%	10	17	-41.2%	2.7	2.6	+3.8%	94	101	-6.9%
	Manitowoc	170,000	142,500	+19.3%	72	72	0.0%	1.7	2.2	-22.7%	64	66	-3.0%
	Marinette	122,000	143,550	-15.0%	33	46	-28.3%	2.0	2.8	-28.6%	86	112	-23.2%
	Menominee	NA	NA	NA	2	3	-33.3%	3.0	1.9	+57.9%	212	49	+332.7%
	Oconto	175,000	221,000	-20.8%	25	46	-45.7%	2.2	2.2	0.0%	78	128	-39.1%
	Outagamie	250,000	227,500	+9.9%	160	166	-3.6%	2.0	1.9	+5.3%	65	77	-15.6%
	Shawano	150,000	155,200	-3.4%	37	29	+27.6%	2.4	2.5	-4.0%	78	147	-46.9%
	Waupaca	173,500	153,500	+13.0%	56	62	-9.7%	1.9	2.4	-20.8%	105	126	-16.7%
	Winnebago	225,000	182,250	+23.5%	169	162	+4.3%	1.6	1.9	-15.8%	71	66	+7.6%
	Northeast Regional Total	220,000	203,975	+7.9%	989	1,091	-9.3%	2.1	2.3	-8.7%	77	88	-12.5%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
South Central	Columbia	272,450	227,450	+19.8%	48	52	-7.7%	1.8	2.5	-28.0%	72	69	+4.3%
	Crawford	190,000	149,000	+27.5%	21	15	+40.0%	2.5	3.4	-26.5%	125	150	-16.7%
	Dane	375,450	351,000	+7.0%	598	611	-2.1%	2.1	2.8	-25.0%	75	86	-12.8%
	Dodge	204,000	205,000	-0.5%	74	87	-14.9%	1.8	2.3	-21.7%	72	107	-32.7%
	Grant	181,000	149,000	+21.5%	33	25	+32.0%	2.9	3.4	-14.7%	94	127	-26.0%
	Green	264,000	214,900	+22.8%	35	35	0.0%	2.4	2.3	+4.3%	90	87	+3.4%
	Iowa	248,000	297,273	-16.6%	26	26	0.0%	2.5	2.9	-13.8%	74	104	-28.8%
	Jefferson	297,375	269,000	+10.5%	90	95	-5.3%	2.0	3.0	-33.3%	90	107	-15.9%
	Lafayette	NA	119,750	NA	8	10	-20.0%	2.2	4.5	-51.1%	108	167	-35.3%
	Richland	195,000	255,000	-23.5%	15	10	+50.0%	2.7	3.7	-27.0%	87	157	-44.6%
	Rock	190,250	189,000	+0.7%	156	161	-3.1%	2.2	2.2	0.0%	85	70	+21.4%
	Sauk	274,950	224,000	+22.7%	60	70	-14.3%	2.5	2.9	-13.8%	72	93	-22.6%
	South Central Regional Total	317,000	285,000	+11.2%	1,164	1,197	-2.8%	2.1	2.7	-22.2%	80	90	-11.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
Southeast	Kenosha	246,000	206,000	+19.4%	165	174	-5.2%	1.8	2.1	-14.3%	59	76	-22.4%
	Milwaukee	210,000	192,000	+9.4%	1,039	994	+4.5%	2.0	2.4	-16.7%	70	66	+6.1%
	Ozaukee	397,000	357,500	+11.0%	111	98	+13.3%	2.1	2.6	-19.2%	143	93	+53.8%
	Racine	213,500	180,000	+18.6%	224	250	-10.4%	1.8	2.0	-10.0%	69	85	-18.8%
	Sheboygan	202,500	192,900	+5.0%	102	126	-19.0%	1.6	2.2	-27.3%	60	77	-22.1%
	Walworth	326,000	255,000	+27.8%	135	141	-4.3%	2.2	2.8	-21.4%	82	127	-35.4%
	Washington	334,800	295,000	+13.5%	145	155	-6.5%	1.8	2.2	-18.2%	63	68	-7.4%
	Waukesha	366,750	375,500	-2.3%	364	400	-9.0%	1.8	2.2	-18.2%	62	85	-27.1%
Southeast Regional Total		250,832	235,000	+6.7%	2,285	2,338	-2.3%	1.9	2.3	-17.4%	71	77	-7.8%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
West	Buffalo	NA	320,000	NA	8	10	-20.0%	2.7	3.3	-18.2%	88	221	-60.2%
	Chippewa	240,000	215,000	+11.6%	63	57	+10.5%	2.6	2.9	-10.3%	93	115	-19.1%
	Dunn	274,950	259,900	+5.8%	35	38	-7.9%	1.8	2.4	-25.0%	73	94	-22.3%
	Eau Claire	260,000	225,000	+15.6%	89	98	-9.2%	2.1	2.9	-27.6%	86	79	+8.9%
	Jackson	221,000	154,000	+43.5%	11	17	-35.3%	2.4	4.1	-41.5%	80	131	-38.9%
	La Crosse	257,000	213,000	+20.7%	101	101	0.0%	1.9	2.2	-13.6%	64	61	+4.9%
	Monroe	197,000	176,250	+11.8%	33	49	-32.7%	2.4	2.7	-11.1%	62	72	-13.9%
	Pepin	NA	220,000	NA	5	11	-54.5%	2.0	2.0	0.0%	112	132	-15.2%
	Pierce	302,500	263,000	+15.0%	20	29	-31.0%	2.6	2.6	0.0%	76	74	+2.7%
	St. Croix	317,500	295,073	+7.6%	66	73	-9.6%	2.5	2.4	+4.2%	121	79	+53.2%
	Trempealeau	309,950	171,450	+80.8%	14	26	-46.2%	2.8	3.3	-15.2%	122	105	+16.2%
	Vernon	157,500	154,900	+1.7%	12	23	-47.8%	2.3	3.0	-23.3%	80	104	-23.1%
West Regional Total		265,000	219,950	+20.5%	457	532	-14.1%	2.3	2.7	-14.8%	85	87	-2.3%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
253,500	230,000	+10.2%	5,641	6,068	-7.0%	79	89	-11.2%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
3/2022	3/2021	% Change	3/2022	3/2021	% Change	3/2022	3/2021	% Change
2.1	2.5	-16.0%	7,507	8,821	-14.9%	15,650	18,683	-16.2%

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	1,736	156	11,096	993,516,381	1.9
\$125,000 - \$199,999	3,180	92	24,184	4,068,251,236	1.6
\$200,000 - \$349,999	4,884	92	32,829	9,058,509,975	1.8
\$350,000 - \$499,999	3,126	103	14,059	5,879,143,349	2.7
\$500,000+	2,724	129	7,998	6,187,528,693	4.1

Months of Inventory by Broad Urban-Rural Classification		
Category	March 2022	March 2021
Metropolitan Counties Combined	2.0	2.3
Micropolitan Counties Combined	2.1	2.6
Rural Counties Combined	2.5	3.0
State Total	2.1	2.5



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 3/2022	Through 3/2021	% Change	Through 3/2022	Through 3/2021	% Change
Central	Adams	212,450	165,000	+28.8%	97	109	-11.0%
	Clark	144,900	140,000	+3.5%	61	71	-14.1%
	Juneau	169,950	175,000	-2.9%	92	79	+16.5%
	Marathon	194,000	171,500	+13.1%	262	336	-22.0%
	Marquette	195,900	162,750	+20.4%	50	42	+19.0%
	Portage	231,000	200,763	+15.1%	114	134	-14.9%
	Waushara	210,000	181,500	+15.7%	49	42	+16.7%
	Wood	161,500	133,000	+21.4%	165	169	-2.4%
Central Regional Total		189,800	165,000	+15.0%	890	982	-9.4%

Region	County	YTD Median Price			YTD Sales		
		Through 3/2022	Through 3/2021	% Change	Through 3/2022	Through 3/2021	% Change
North	Ashland	115,000	106,000	+8.5%	50	47	+6.4%
	Barron	200,000	158,400	+26.3%	126	155	-18.7%
	Bayfield	272,450	198,000	+37.6%	44	70	-37.1%
	Burnett	265,000	225,000	+17.8%	78	97	-19.6%
	Douglas	192,625	150,000	+28.4%	90	93	-3.2%
	Florence	NA	NA	NA	7	4	+75.0%
	Forest	127,000	130,000	-2.3%	24	47	-48.9%
	Iron	242,500	181,000	+34.0%	24	28	-14.3%
	Langlade	160,000	124,900	+28.1%	72	86	-16.3%
	Lincoln	157,000	181,325	-13.4%	77	96	-19.8%
	Oneida	234,950	197,000	+19.3%	136	183	-25.7%
	Polk	253,253	212,600	+19.1%	129	126	+2.4%
	Price	125,000	114,000	+9.6%	62	102	-39.2%
	Rusk	163,000	149,900	+8.7%	23	35	-34.3%
	Sawyer	236,000	235,250	+0.3%	83	74	+12.2%
	Taylor	150,000	133,500	+12.4%	40	32	+25.0%
	Vilas	304,500	255,500	+19.2%	109	126	-13.5%
	Washburn	231,647	155,000	+49.4%	49	71	-31.0%
North Regional Total		203,000	175,000	+16.0%	1,223	1,472	-16.9%

Region	County	YTD Median Price			YTD Sales		
		Through 3/2022	Through 3/2021	% Change	Through 3/2022	Through 3/2021	% Change
Northeast	Brown	255,050	220,000	+15.9%	578	639	-9.5%
	Calumet	280,500	210,000	+33.6%	100	123	-18.7%
	Door	382,450	250,000	+53.0%	106	131	-19.1%
	Fond du Lac	164,750	162,500	+1.4%	248	263	-5.7%
	Green Lake	174,000	202,200	-13.9%	53	60	-11.7%
	Kewaunee	165,000	167,700	-1.6%	48	50	-4.0%
	Manitowoc	158,000	135,000	+17.0%	205	185	+10.8%
	Marinette	128,000	136,000	-5.9%	109	118	-7.6%
	Menominee	NA	NA	NA	2	4	-50.0%
	Oconto	185,000	220,000	-15.9%	89	117	-23.9%
	Outagamie	240,000	210,000	+14.3%	417	426	-2.1%
	Shawano	152,500	145,000	+5.2%	96	81	+18.5%
	Waupaca	186,000	157,500	+18.1%	141	144	-2.1%
	Winnebago	200,200	180,000	+11.2%	445	417	+6.7%
	Northeast Regional Total	212,000	191,500	+10.7%	2,637	2,758	-4.4%

Region	County	YTD Median Price			YTD Sales		
		Through 3/2022	Through 3/2021	% Change	Through 3/2022	Through 3/2021	% Change
South Central	Columbia	250,000	220,000	+13.6%	116	147	-21.1%
	Crawford	158,000	144,363	+9.4%	43	32	+34.4%
	Dane	374,700	335,500	+11.7%	1,426	1,480	-3.6%
	Dodge	195,000	188,888	+3.2%	236	203	+16.3%
	Grant	178,975	140,000	+27.8%	86	77	+11.7%
	Green	265,000	200,000	+32.5%	81	83	-2.4%
	Iowa	231,000	242,450	-4.7%	59	56	+5.4%
	Jefferson	257,500	267,000	-3.6%	230	233	-1.3%
	Lafayette	165,000	115,000	+43.5%	25	25	0.0%
	Richland	220,000	155,400	+41.6%	34	29	+17.2%
	Rock	189,500	184,500	+2.7%	450	487	-7.6%
	Sauk	245,000	218,751	+12.0%	150	180	-16.7%
	South Central Regional Total	299,450	266,763	+12.3%	2,936	3,032	-3.2%

Region	County	YTD Median Price			YTD Sales		
		Through 3/2022	Through 3/2021	% Change	Through 3/2022	Through 3/2021	% Change
Southeast	Kenosha	230,000	211,000	+9.0%	439	470	-6.6%
	Milwaukee	202,000	186,500	+8.3%	2,555	2,447	+4.4%
	Ozaukee	380,000	343,500	+10.6%	263	245	+7.3%
	Racine	205,000	183,250	+11.9%	607	606	+0.2%
	Sheboygan	205,000	172,000	+19.2%	261	307	-15.0%
	Walworth	285,500	265,000	+7.7%	355	362	-1.9%
	Washington	315,950	295,000	+7.1%	348	357	-2.5%
	Waukesha	366,000	351,625	+4.1%	877	966	-9.2%
Southeast Regional Total		242,000	226,000	+7.1%	5,705	5,760	-1.0%

Region	County	YTD Median Price			YTD Sales		
		Through 3/2022	Through 3/2021	% Change	Through 3/2022	Through 3/2021	% Change
West	Buffalo	129,700	139,900	-7.3%	20	25	-20.0%
	Chippewa	220,000	215,000	+2.3%	164	144	+13.9%
	Dunn	250,750	239,450	+4.7%	112	96	+16.7%
	Eau Claire	259,950	219,500	+18.4%	252	267	-5.6%
	Jackson	166,500	149,450	+11.4%	46	46	0.0%
	La Crosse	247,000	218,900	+12.8%	268	251	+6.8%
	Monroe	201,250	165,000	+22.0%	100	111	-9.9%
	Pepin	220,000	203,700	+8.0%	14	22	-36.4%
	Pierce	255,000	261,450	-2.5%	59	70	-15.7%
	St. Croix	315,000	293,950	+7.2%	165	204	-19.1%
	Trempealeau	178,950	183,950	-2.7%	58	56	+3.6%
	Vernon	174,950	155,000	+12.9%	40	62	-35.5%
West Regional Total		247,950	222,000	+11.7%	1,298	1,354	-4.1%

YTD Statewide Median Price		
Through 3/2022	Through 3/2021	% Change
240,000	219,000	+9.6%

YTD Statewide Sales		
Through 3/2022	Through 3/2021	% Change
14,689	15,358	-4.4%