



| Wisconsin Housing Statistics   |           |           |          |              |              |          |
|--------------------------------|-----------|-----------|----------|--------------|--------------|----------|
|                                | Monthly   |           |          | Year-to-Date |              |          |
|                                | Nov 2018  | Nov 2017  | % Change | Jan-Nov 2018 | Jan-Nov 2017 | % Change |
| Unit Sales                     | 6,460     | 6,427     | +0.5%    | 77,533       | 78,885       | -1.7%    |
| Median Price                   | \$183,000 | \$169,900 | +7.7%    | \$184,000    | \$172,500    | +6.7%    |
| New Listings                   | 5,376     | 5,111     | +5.2%    | x            | x            | x        |
| Total Listings                 | 27,769    | 32,028    | -13.3%   | x            | x            | x        |
| Months of Inventory            | 4.0       | 4.5       | -11.1%   | x            | x            | x        |
| Average Days on Market         | 97        | 108       | -10.2%   | x            | x            | x        |
| WI Housing Affordability Index | 195       | 225       | -13.3%   | x            | x            | x        |

| Housing Price Range Statistics |                         |  |                                  |   |   |
|--------------------------------|-------------------------|--|----------------------------------|---|---|
| Price Range                    | Total Nov 2018 Listings | Average Days on Market (Dec 2017 - Nov 2018) | Total Sold (Dec 2017 - Nov 2018) | Total Volume Sold (Dec 2017 - Nov 2018) | Months of Inventory (Dec 2017 - Nov 2018) |
| \$0-\$124,999                  | 6,827                   | 141  | 20,516                           | \$1,691,732,039                         | 4.0                                       |
| \$125,000 - \$199,999          | 6,737                   | 107  | 25,845                           | \$4,117,764,260                         | 3.1                                       |
| \$200,000 - \$349,999          | 8,006                   | 124  | 25,704                           | \$6,732,052,880                         | 3.7                                       |
| \$350,000 - \$499,999          | 3,255                   | 139  | 7,388                            | \$2,981,847,650                         | 5.3                                       |
| \$500,000 and higher           | 2,910                   | 193  | 3,575                            | \$2,615,852,879                         | 9.8                                       |



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

| Region                        | County    | Median Price   |                |              | Sales      |            |               | Months Inventory |            |               | Avg Days On Market |            |               |
|-------------------------------|-----------|----------------|----------------|--------------|------------|------------|---------------|------------------|------------|---------------|--------------------|------------|---------------|
|                               |           | 11/2018        | 11/2017        | % Change     | 11/2018    | 11/2017    | % Change      | 11/2018          | 11/2017    | % Change      | 11/2018            | 11/2017    | % Change      |
| Central                       | Adams     | 148,900        | 125,250        | +18.9%       | 47         | 50         | -6.0%         | 6.5              | 7.4        | -12.2%        | 157                | 194        | -19.1%        |
|                               | Clark     | 110,000        | 109,500        | +0.5%        | 19         | 32         | -40.6%        | 6.8              | 6.2        | +9.7%         | 137                | 163        | -16.0%        |
|                               | Juneau    | 120,000        | 96,950         | +23.8%       | 33         | 28         | +17.9%        | 6.5              | 7.4        | -12.2%        | 175                | 167        | +4.8%         |
|                               | Marathon  | 143,950        | 158,900        | -9.4%        | 162        | 127        | +27.6%        | 3.5              | 4.0        | -12.5%        | 98                 | 111        | -11.7%        |
|                               | Marquette | 132,200        | 125,250        | +5.5%        | 22         | 26         | -15.4%        | 7.0              | 9.9        | -29.3%        | 155                | 276        | -43.8%        |
|                               | Portage   | 149,900        | 164,500        | -8.9%        | 61         | 57         | +7.0%         | 3.6              | 4.3        | -16.3%        | 83                 | 87         | -4.6%         |
|                               | Waushara  | 128,500        | 140,000        | -8.2%        | 39         | 29         | +34.5%        | 5.2              | 7.8        | -33.3%        | 100                | 180        | -44.4%        |
|                               | Wood      | 125,000        | 88,000         | +42.0%       | 102        | 77         | +32.5%        | 3.3              | 4.2        | -21.4%        | 84                 | 132        | -36.4%        |
| <b>Central Regional Total</b> |           | <b>136,000</b> | <b>129,450</b> | <b>+5.1%</b> | <b>485</b> | <b>426</b> | <b>+13.8%</b> | <b>4.5</b>       | <b>5.4</b> | <b>-16.7%</b> | <b>108</b>         | <b>144</b> | <b>-25.0%</b> |

| Region                      | County   | Median Price   |                |              | Sales      |            |              | Months Inventory |            |               | Avg Days On Market |            |              |
|-----------------------------|----------|----------------|----------------|--------------|------------|------------|--------------|------------------|------------|---------------|--------------------|------------|--------------|
|                             |          | 11/2018        | 11/2017        | % Change     | 11/2018    | 11/2017    | % Change     | 11/2018          | 11/2017    | % Change      | 11/2018            | 11/2017    | % Change     |
| North                       | Ashland  | 124,000        | 82,500         | +50.3%       | 14         | 16         | -12.5%       | 14.0             | 13.3       | +5.3%         | 216                | 176        | +22.7%       |
|                             | Barron   | 150,500        | 142,500        | +5.6%        | 70         | 58         | +20.7%       | 5.3              | 5.3        | 0.0%          | 106                | 132        | -19.7%       |
|                             | Bayfield | 159,000        | 144,900        | +9.7%        | 23         | 23         | 0.0%         | 14.8             | 13.4       | +10.4%        | 325                | 216        | +50.5%       |
|                             | Burnett  | 120,000        | 234,000        | -48.7%       | 51         | 52         | -1.9%        | 3.9              | 6.0        | -35.0%        | 153                | 115        | +33.0%       |
|                             | Douglas  | 147,000        | 131,700        | +11.6%       | 51         | 60         | -15.0%       | 6.9              | 5.4        | +27.8%        | 87                 | 103        | -15.5%       |
|                             | Florence | NA             | NA             | NA           | 1          | 1          | 0.0%         | 28.8             | 16.3       | +76.7%        | 132                | 58         | +127.6%      |
|                             | Forest   | 169,000        | 92,500         | +82.7%       | 14         | 10         | +40.0%       | 9.4              | 14.6       | -35.6%        | 220                | 201        | +9.5%        |
|                             | Iron     | NA             | NA             | NA           | 5          | 4          | +25.0%       | 15.8             | 21.9       | -27.9%        | 191                | 107        | +78.5%       |
|                             | Langlade | 108,000        | 75,000         | +44.0%       | 15         | 31         | -51.6%       | 8.3              | 7.9        | +5.1%         | 253                | 213        | +18.8%       |
|                             | Lincoln  | 181,000        | 88,250         | +105.1%      | 33         | 44         | -25.0%       | 5.6              | 8.0        | -30.0%        | 115                | 130        | -11.5%       |
|                             | Oneida   | 155,000        | 180,000        | -13.9%       | 79         | 59         | +33.9%       | 6.5              | 11.0       | -40.9%        | 151                | 157        | -3.8%        |
|                             | Polk     | 185,000        | 170,000        | +8.8%        | 75         | 67         | +11.9%       | 3.7              | 3.3        | +12.1%        | 90                 | 109        | -17.4%       |
|                             | Price    | 140,000        | 74,000         | +89.2%       | 23         | 20         | +15.0%       | 12.4             | 15.0       | -17.3%        | 211                | 164        | +28.7%       |
|                             | Rusk     | 69,900         | 130,000        | -46.2%       | 17         | 18         | -5.6%        | 7.5              | 9.5        | -21.1%        | 145                | 144        | +0.7%        |
|                             | Sawyer   | 229,000        | 216,500        | +5.8%        | 45         | 58         | -22.4%       | 9.6              | 11.7       | -17.9%        | 157                | 245        | -35.9%       |
| Taylor                      | 95,000   | 135,000        | -29.6%         | 15           | 15         | 0.0%       | 7.3          | 9.1              | -19.8%     | 107           | 214                | -50.0%     |              |
| Vilas                       | 224,750  | 165,500        | +35.8%         | 60           | 58         | +3.4%      | 9.0          | 13.3             | -32.3%     | 187           | 177                | +5.6%      |              |
| Washburn                    | 177,000  | 168,750        | +4.9%          | 33           | 38         | -13.2%     | 7.1          | 8.0              | -11.3%     | 155           | 270                | -42.6%     |              |
| <b>North Regional Total</b> |          | <b>157,500</b> | <b>150,000</b> | <b>+5.0%</b> | <b>624</b> | <b>632</b> | <b>-1.3%</b> | <b>7.3</b>       | <b>8.7</b> | <b>-16.1%</b> | <b>149</b>         | <b>163</b> | <b>-8.6%</b> |

| Region                          | County      | Median Price   |                |               | Sales        |              |              | Months Inventory |            |              | Avg Days On Market |            |               |
|---------------------------------|-------------|----------------|----------------|---------------|--------------|--------------|--------------|------------------|------------|--------------|--------------------|------------|---------------|
|                                 |             | 11/2018        | 11/2017        | % Change      | 11/2018      | 11/2017      | % Change     | 11/2018          | 11/2017    | % Change     | 11/2018            | 11/2017    | % Change      |
| Northeast                       | Brown       | 174,900        | 169,400        | +3.2%         | 265          | 276          | -4.0%        | 3.5              | 3.6        | -2.8%        | 79                 | 80         | -1.3%         |
|                                 | Calumet     | 217,498        | 140,000        | +55.4%        | 66           | 71           | -7.0%        | 4.0              | 4.2        | -4.8%        | 89                 | 130        | -31.5%        |
|                                 | Door        | 264,950        | 204,500        | +29.6%        | 56           | 63           | -11.1%       | 8.4              | 11.1       | -24.3%       | 271                | 319        | -15.0%        |
|                                 | Fond du Lac | 155,000        | 137,500        | +12.7%        | 91           | 125          | -27.2%       | 4.4              | 4.9        | -10.2%       | 97                 | 109        | -11.0%        |
|                                 | Green Lake  | 165,000        | 180,250        | -8.5%         | 35           | 26           | +34.6%       | 8.2              | 9.9        | -17.2%       | 169                | 180        | -6.1%         |
|                                 | Kewaunee    | 162,900        | 152,900        | +6.5%         | 21           | 14           | +50.0%       | 7.4              | 5.7        | +29.8%       | 64                 | 94         | -31.9%        |
|                                 | Manitowoc   | 105,000        | 112,000        | -6.3%         | 89           | 101          | -11.9%       | 4.2              | 4.7        | -10.6%       | 98                 | 112        | -12.5%        |
|                                 | Marinette   | 110,000        | 105,000        | +4.8%         | 54           | 62           | -12.9%       | 7.0              | 9.0        | -22.2%       | 127                | 139        | -8.6%         |
|                                 | Menominee   | NA             | NA             | NA            | 4            | 1            | +300.0%      | 6.0              | 7.8        | -23.1%       | 196                | 282        | -30.5%        |
|                                 | Oconto      | 167,950        | 110,000        | +52.7%        | 56           | 53           | +5.7%        | 6.0              | 7.9        | -24.1%       | 115                | 132        | -12.9%        |
|                                 | Outagamie   | 169,250        | 165,563        | +2.2%         | 204          | 224          | -8.9%        | 3.2              | 3.1        | +3.2%        | 72                 | 79         | -8.9%         |
|                                 | Shawano     | 129,000        | 109,900        | +17.4%        | 23           | 39           | -41.0%       | 6.4              | 5.6        | +14.3%       | 95                 | 111        | -14.4%        |
|                                 | Waupaca     | 143,900        | 120,000        | +19.9%        | 55           | 69           | -20.3%       | 6.6              | 6.2        | +6.5%        | 114                | 128        | -10.9%        |
|                                 | Winnebago   | 139,900        | 148,950        | -6.1%         | 163          | 170          | -4.1%        | 3.2              | 3.7        | -13.5%       | 84                 | 94         | -10.6%        |
| <b>Northeast Regional Total</b> |             | <b>162,950</b> | <b>146,500</b> | <b>+11.2%</b> | <b>1,182</b> | <b>1,294</b> | <b>-8.7%</b> | <b>4.5</b>       | <b>4.9</b> | <b>-8.2%</b> | <b>100</b>         | <b>112</b> | <b>-10.7%</b> |

| Region        | County                              | Median Price |                |                | Sales        |              |              | Months Inventory |            |            | Avg Days On Market |           |            |
|---------------|-------------------------------------|--------------|----------------|----------------|--------------|--------------|--------------|------------------|------------|------------|--------------------|-----------|------------|
|               |                                     | 11/2018      | 11/2017        | % Change       | 11/2018      | 11/2017      | % Change     | 11/2018          | 11/2017    | % Change   | 11/2018            | 11/2017   | % Change   |
| South Central | Columbia                            | 185,000      | 197,250        | -6.2%          | 55           | 62           | -11.3%       | 3.9              | 4.1        | -4.9%      | 128                | 110       | +16.4%     |
|               | Crawford                            | 110,000      | 90,250         | +21.9%         | 17           | 24           | -29.2%       | 7.4              | 7.3        | +1.4%      | 113                | 120       | -5.8%      |
|               | Dane                                | 279,900      | 259,250        | +8.0%          | 615          | 575          | +7.0%        | 2.8              | 3.0        | -6.7%      | 92                 | 92        | 0.0%       |
|               | Dodge                               | 150,000      | 131,000        | +14.5%         | 83           | 89           | -6.7%        | 4.3              | 4.3        | 0.0%       | 76                 | 117       | -35.0%     |
|               | Grant                               | 121,000      | 125,000        | -3.2%          | 37           | 39           | -5.1%        | 5.2              | 5.6        | -7.1%      | 127                | 152       | -16.4%     |
|               | Green                               | 158,000      | 153,000        | +3.3%          | 31           | 34           | -8.8%        | 3.1              | 3.6        | -13.9%     | 68                 | 107       | -36.4%     |
|               | Iowa                                | 175,000      | 193,900        | -9.7%          | 25           | 20           | +25.0%       | 5.0              | 6.3        | -20.6%     | 146                | 132       | +10.6%     |
|               | Jefferson                           | 210,000      | 194,500        | +8.0%          | 101          | 92           | +9.8%        | 3.8              | 3.8        | 0.0%       | 93                 | 103       | -9.7%      |
|               | Lafayette                           | NA           | NA             | NA             | 9            | 20           | -55.0%       | 5.8              | 6.9        | -15.9%     | 116                | 157       | -26.1%     |
|               | Richland                            | NA           | NA             | NA             | 8            | 18           | -55.6%       | 5.2              | 5.7        | -8.8%      | 74                 | 180       | -58.9%     |
|               | Rock                                | 154,900      | 146,000        | +6.1%          | 217          | 202          | +7.4%        | 3.4              | 3.2        | +6.3%      | 78                 | 85        | -8.2%      |
|               | Sauk                                | 183,950      | 172,500        | +6.6%          | 70           | 73           | -4.1%        | 4.5              | 5.7        | -21.1%     | 103                | 122       | -15.6%     |
|               | <b>South Central Regional Total</b> |              | <b>224,200</b> | <b>209,450</b> | <b>+7.0%</b> | <b>1,268</b> | <b>1,248</b> | <b>+1.6%</b>     | <b>3.4</b> | <b>3.6</b> | <b>-5.6%</b>       | <b>93</b> | <b>102</b> |

| Region                          | County     | Median Price   |                |              | Sales        |              |              | Months Inventory |            |               | Avg Days On Market |           |              |
|---------------------------------|------------|----------------|----------------|--------------|--------------|--------------|--------------|------------------|------------|---------------|--------------------|-----------|--------------|
|                                 |            | 11/2018        | 11/2017        | % Change     | 11/2018      | 11/2017      | % Change     | 11/2018          | 11/2017    | % Change      | 11/2018            | 11/2017   | % Change     |
| Southeast                       | Kenosha    | 173,700        | 164,000        | +5.9%        | 182          | 196          | -7.1%        | 2.8              | 3.6        | -22.2%        | 68                 | 83        | -18.1%       |
|                                 | Milwaukee  | 159,900        | 140,900        | +13.5%       | 859          | 897          | -4.2%        | 3.0              | 3.8        | -21.1%        | 78                 | 88        | -11.4%       |
|                                 | Ozaukee    | 270,500        | 289,950        | -6.7%        | 106          | 104          | +1.9%        | 3.6              | 3.7        | -2.7%         | 81                 | 101       | -19.8%       |
|                                 | Racine     | 165,500        | 165,500        | 0.0%         | 246          | 206          | +19.4%       | 3.4              | 3.6        | -5.6%         | 78                 | 77        | +1.3%        |
|                                 | Sheboygan  | 157,000        | 139,250        | +12.7%       | 137          | 122          | +12.3%       | 4.1              | 4.4        | -6.8%         | 87                 | 91        | -4.4%        |
|                                 | Walworth   | 220,000        | 190,500        | +15.5%       | 167          | 135          | +23.7%       | 5.3              | 5.8        | -8.6%         | 114                | 120       | -5.0%        |
|                                 | Washington | 230,000        | 213,000        | +8.0%        | 153          | 161          | -5.0%        | 3.0              | 3.2        | -6.3%         | 78                 | 78        | 0.0%         |
|                                 | Waukesha   | 285,000        | 284,250        | +0.3%        | 437          | 421          | +3.8%        | 3.1              | 3.3        | -6.1%         | 84                 | 88        | -4.5%        |
| <b>Southeast Regional Total</b> |            | <b>194,000</b> | <b>179,900</b> | <b>+7.8%</b> | <b>2,287</b> | <b>2,242</b> | <b>+2.0%</b> | <b>3.3</b>       | <b>3.8</b> | <b>-13.2%</b> | <b>81</b>          | <b>89</b> | <b>-9.0%</b> |

| Region                     | County      | Median Price   |                |               | Sales      |            |              | Months Inventory |            |               | Avg Days On Market |            |              |
|----------------------------|-------------|----------------|----------------|---------------|------------|------------|--------------|------------------|------------|---------------|--------------------|------------|--------------|
|                            |             | 11/2018        | 11/2017        | % Change      | 11/2018    | 11/2017    | % Change     | 11/2018          | 11/2017    | % Change      | 11/2018            | 11/2017    | % Change     |
| West                       | Buffalo     | 104,475        | 130,000        | -19.6%        | 10         | 13         | -23.1%       | 7.2              | 7.6        | -5.3%         | 146                | 179        | -18.4%       |
|                            | Chippewa    | 183,500        | 130,000        | +41.2%        | 76         | 66         | +15.2%       | 4.2              | 4.0        | +5.0%         | 112                | 130        | -13.8%       |
|                            | Dunn        | 155,000        | 167,750        | -7.6%         | 56         | 30         | +86.7%       | 3.5              | 4.9        | -28.6%        | 92                 | 76         | +21.1%       |
|                            | Eau Claire  | 187,450        | 159,000        | +17.9%        | 108        | 101        | +6.9%        | 3.2              | 3.3        | -3.0%         | 91                 | 100        | -9.0%        |
|                            | Jackson     | 97,500         | 118,750        | -17.9%        | 14         | 12         | +16.7%       | 5.9              | 7.3        | -19.2%        | 100                | 104        | -3.8%        |
|                            | La Crosse   | 175,000        | 175,990        | -0.6%         | 113        | 134        | -15.7%       | 2.5              | 3.0        | -16.7%        | 70                 | 80         | -12.5%       |
|                            | Monroe      | 168,000        | 133,500        | +25.8%        | 43         | 55         | -21.8%       | 4.4              | 5.2        | -15.4%        | 120                | 133        | -9.8%        |
|                            | Pepin       | NA             | NA             | NA            | 7          | 10         | -30.0%       | 3.5              | 9.2        | -62.0%        | 95                 | 194        | -51.0%       |
|                            | Pierce      | 234,000        | 212,500        | +10.1%        | 36         | 39         | -7.7%        | 2.7              | 3.6        | -25.0%        | 91                 | 106        | -14.2%       |
|                            | St. Croix   | 238,000        | 250,250        | -4.9%         | 96         | 94         | +2.1%        | 2.9              | 3.1        | -6.5%         | 78                 | 89         | -12.4%       |
|                            | Trempealeau | 147,200        | 165,000        | -10.8%        | 26         | 15         | +73.3%       | 5.8              | 5.3        | +9.4%         | 99                 | 89         | +11.2%       |
|                            | Vernon      | 160,000        | 165,000        | -3.0%         | 29         | 16         | +81.3%       | 5.0              | 6.2        | -19.4%        | 145                | 90         | +61.1%       |
| <b>West Regional Total</b> |             | <b>185,000</b> | <b>168,000</b> | <b>+10.1%</b> | <b>614</b> | <b>585</b> | <b>+5.0%</b> | <b>3.5</b>       | <b>4.0</b> | <b>-12.5%</b> | <b>94</b>          | <b>102</b> | <b>-7.8%</b> |

| <b>Statewide Median Price</b> |         |          | <b>Statewide Sales</b> |         |          | <b>Statewide Avg Days On Market</b> |         |          |
|-------------------------------|---------|----------|------------------------|---------|----------|-------------------------------------|---------|----------|
| 11/2018                       | 11/2017 | % Change | 11/2018                | 11/2017 | % Change | 11/2018                             | 11/2017 | % Change |
| 183,000                       | 169,900 | +7.7%    | 6,460                  | 6,427   | +0.5%    | 97                                  | 108     | -10.2%   |

  

| <b>Statewide Months Inventory</b> |         |          | <b>Statewide New Listings</b> |         |          | <b>Statewide Total Listings</b> |         |          |
|-----------------------------------|---------|----------|-------------------------------|---------|----------|---------------------------------|---------|----------|
| 11/2018                           | 11/2017 | % Change | 11/2018                       | 11/2017 | % Change | 11/2018                         | 11/2017 | % Change |
| 4.0                               | 4.5     | -11.1%   | 5,376                         | 5,111   | +5.2%    | 27,769                          | 32,028  | -13.3%   |

### Price Range Stats

| <b>Listing Price Range</b> | <b>Current Properties For Sale</b> | <b>Avg Days On Market (sold listings)</b> | <b>Number of Sales in Prev 12 months</b> | <b>Total Sales in Prev 12 Months</b> | <b>Months Inventory</b> |
|----------------------------|------------------------------------|---|--|--------------------------------------|-------------------------|
| \$0 - \$124,999            | 6,827                              | 141                                       | 20,516                                   | 1,691,732,039                        | 4.0                     |
| \$125,000 - \$199,999      | 6,737                              | 107                                       | 25,845                                   | 4,117,764,260                        | 3.1                     |
| \$200,000 - \$349,999      | 8,006                              | 124                                       | 25,704                                   | 6,732,052,880                        | 3.7                     |
| \$350,000 - \$499,999      | 3,255                              | 139                                       | 7,388                                    | 2,981,847,650                        | 5.3                     |
| \$500,000+                 | 2,910                              | 193                                       | 3,575                                    | 2,615,852,879                        | 9.8                     |



Wisconsin  
REALTORS®  
Association

# Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

## Central Region

| Region                        | County    | YTD Median Price |                 |              | YTD Sales       |                 |              |
|-------------------------------|-----------|------------------|-----------------|--------------|-----------------|-----------------|--------------|
|                               |           | Through 11/2018  | Through 11/2017 | % Change     | Through 11/2018 | Through 11/2017 | % Change     |
| Central                       | Adams     | 128,000          | 124,325         | +3.0%        | 513             | 524             | -2.1%        |
|                               | Clark     | 106,000          | 100,500         | +5.5%        | 261             | 306             | -14.7%       |
|                               | Juneau    | 126,000          | 114,900         | +9.7%        | 369             | 343             | +7.6%        |
|                               | Marathon  | 157,900          | 145,000         | +8.9%        | 1,751           | 1,666           | +5.1%        |
|                               | Marquette | 138,000          | 123,000         | +12.2%       | 285             | 263             | +8.4%        |
|                               | Portage   | 169,999          | 163,000         | +4.3%        | 714             | 710             | +0.6%        |
|                               | Waushara  | 135,000          | 132,000         | +2.3%        | 391             | 362             | +8.0%        |
|                               | Wood      | 122,200          | 110,000         | +11.1%       | 940             | 932             | +0.9%        |
| <b>Central Regional Total</b> |           | <b>142,000</b>   | <b>130,000</b>  | <b>+9.2%</b> | <b>5,224</b>    | <b>5,106</b>    | <b>+2.3%</b> |

## North Region

| Region                      | County   | YTD Median Price |                 |              | YTD Sales       |                 |              |
|-----------------------------|----------|------------------|-----------------|--------------|-----------------|-----------------|--------------|
|                             |          | Through 11/2018  | Through 11/2017 | % Change     | Through 11/2018 | Through 11/2017 | % Change     |
| North                       | Ashland  | 92,000           | 99,450          | -7.5%        | 167             | 176             | -5.1%        |
|                             | Barron   | 157,250          | 135,096         | +16.4%       | 716             | 714             | +0.3%        |
|                             | Bayfield | 161,900          | 166,000         | -2.5%        | 303             | 316             | -4.1%        |
|                             | Burnett  | 157,000          | 162,000         | -3.1%        | 640             | 621             | +3.1%        |
|                             | Douglas  | 139,250          | 135,000         | +3.1%        | 574             | 577             | -0.5%        |
|                             | Florence | 170,000          | 130,000         | +30.8%       | 9               | 13              | -30.8%       |
|                             | Forest   | 146,200          | 153,000         | -4.4%        | 144             | 124             | +16.1%       |
|                             | Iron     | 159,264          | 145,000         | +9.8%        | 75              | 66              | +13.6%       |
|                             | Langlade | 87,200           | 90,000          | -3.1%        | 314             | 360             | -12.8%       |
|                             | Lincoln  | 129,900          | 112,000         | +16.0%       | 519             | 441             | +17.7%       |
|                             | Oneida   | 169,250          | 175,552         | -3.6%        | 868             | 728             | +19.2%       |
|                             | Polk     | 173,750          | 160,000         | +8.6%        | 792             | 875             | -9.5%        |
|                             | Price    | 100,000          | 106,500         | -6.1%        | 266             | 276             | -3.6%        |
|                             | Rusk     | 115,000          | 108,000         | +6.5%        | 168             | 183             | -8.2%        |
|                             | Sawyer   | 199,600          | 177,500         | +12.5%       | 507             | 518             | -2.1%        |
|                             | Taylor   | 115,000          | 118,000         | -2.5%        | 201             | 171             | +17.5%       |
|                             | Vilas    | 229,000          | 190,000         | +20.5%       | 644             | 558             | +15.4%       |
|                             | Washburn | 169,900          | 149,450         | +13.7%       | 395             | 382             | +3.4%        |
| <b>North Regional Total</b> |          | <b>155,000</b>   | <b>145,073</b>  | <b>+6.8%</b> | <b>7,302</b>    | <b>7,099</b>    | <b>+2.9%</b> |

## Northeast Region

| Region                          | County      | YTD Median Price |                 |              | YTD Sales       |                 |              |
|---------------------------------|-------------|------------------|-----------------|--------------|-----------------|-----------------|--------------|
|                                 |             | Through 11/2018  | Through 11/2017 | % Change     | Through 11/2018 | Through 11/2017 | % Change     |
| Northeast                       | Brown       | 182,500          | 169,450         | +7.7%        | 3,217           | 3,318           | -3.0%        |
|                                 | Calumet     | 186,500          | 176,113         | +5.9%        | 729             | 702             | +3.8%        |
|                                 | Door        | 215,000          | 190,250         | +13.0%       | 732             | 744             | -1.6%        |
|                                 | Fond du Lac | 139,000          | 134,000         | +3.7%        | 1,446           | 1,479           | -2.2%        |
|                                 | Green Lake  | 140,000          | 131,000         | +6.9%        | 321             | 348             | -7.8%        |
|                                 | Kewaunee    | 144,700          | 115,000         | +25.8%       | 200             | 234             | -14.5%       |
|                                 | Manitowoc   | 110,000          | 107,000         | +2.8%        | 1,043           | 1,099           | -5.1%        |
|                                 | Marinette   | 105,500          | 95,000          | +11.1%       | 720             | 649             | +10.9%       |
|                                 | Menominee   | 265,750          | 216,500         | +22.7%       | 40              | 46              | -13.0%       |
|                                 | Oconto      | 148,000          | 146,450         | +1.1%        | 605             | 618             | -2.1%        |
|                                 | Outagamie   | 175,000          | 160,000         | +9.4%        | 2,279           | 2,359           | -3.4%        |
|                                 | Shawano     | 120,250          | 115,000         | +4.6%        | 396             | 492             | -19.5%       |
|                                 | Waupaca     | 138,000          | 132,000         | +4.5%        | 662             | 657             | +0.8%        |
|                                 | Winnebago   | 149,500          | 140,000         | +6.8%        | 2,239           | 2,285           | -2.0%        |
| <b>Northeast Regional Total</b> |             | <b>156,900</b>   | <b>147,000</b>  | <b>+6.7%</b> | <b>14,629</b>   | <b>15,030</b>   | <b>-2.7%</b> |

## South Central Region

| Region                              | County    | YTD Median Price |                 |              | YTD Sales       |                 |              |
|-------------------------------------|-----------|------------------|-----------------|--------------|-----------------|-----------------|--------------|
|                                     |           | Through 11/2018  | Through 11/2017 | % Change     | Through 11/2018 | Through 11/2017 | % Change     |
| South Central                       | Columbia  | 198,180          | 186,000         | +6.5%        | 805             | 817             | -1.5%        |
|                                     | Crawford  | 131,250          | 129,000         | +1.7%        | 166             | 189             | -12.2%       |
|                                     | Dane      | 279,850          | 264,900         | +5.6%        | 7,790           | 7,942           | -1.9%        |
|                                     | Dodge     | 147,950          | 137,250         | +7.8%        | 988             | 1,158           | -14.7%       |
|                                     | Grant     | 129,250          | 120,000         | +7.7%        | 400             | 410             | -2.4%        |
|                                     | Green     | 178,600          | 159,950         | +11.7%       | 436             | 465             | -6.2%        |
|                                     | Iowa      | 167,500          | 162,500         | +3.1%        | 256             | 256             | 0.0%         |
|                                     | Jefferson | 210,000          | 179,400         | +17.1%       | 1,224           | 1,503           | -18.6%       |
|                                     | Lafayette | 118,600          | 110,000         | +7.8%        | 139             | 135             | +3.0%        |
|                                     | Richland  | 133,500          | 115,000         | +16.1%       | 159             | 163             | -2.5%        |
|                                     | Rock      | 155,000          | 140,000         | +10.7%       | 2,266           | 2,320           | -2.3%        |
|                                     | Sauk      | 185,000          | 171,950         | +7.6%        | 919             | 899             | +2.2%        |
| <b>South Central Regional Total</b> |           | <b>225,650</b>   | <b>210,000</b>  | <b>+7.5%</b> | <b>15,548</b>   | <b>16,257</b>   | <b>-4.4%</b> |

## Southeast Region

| Region                          | County     | YTD Median Price |                 |              | YTD Sales       |                 |              |
|---------------------------------|------------|------------------|-----------------|--------------|-----------------|-----------------|--------------|
|                                 |            | Through 11/2018  | Through 11/2017 | % Change     | Through 11/2018 | Through 11/2017 | % Change     |
| Southeast                       | Kenosha    | 174,900          | 165,000         | +6.0%        | 2,277           | 2,231           | +2.1%        |
|                                 | Milwaukee  | 159,000          | 149,550         | +6.3%        | 10,962          | 11,093          | -1.2%        |
|                                 | Ozaukee    | 298,500          | 277,700         | +7.5%        | 1,224           | 1,303           | -6.1%        |
|                                 | Racine     | 169,900          | 155,500         | +9.3%        | 2,628           | 2,683           | -2.0%        |
|                                 | Sheboygan  | 149,950          | 140,500         | +6.7%        | 1,350           | 1,347           | +0.2%        |
|                                 | Walworth   | 210,000          | 194,000         | +8.2%        | 1,796           | 1,886           | -4.8%        |
|                                 | Washington | 239,500          | 216,000         | +10.9%       | 1,939           | 2,042           | -5.0%        |
|                                 | Waukesha   | 289,900          | 276,000         | +5.0%        | 5,526           | 5,655           | -2.3%        |
| <b>Southeast Regional Total</b> |            | <b>197,500</b>   | <b>185,000</b>  | <b>+6.8%</b> | <b>27,702</b>   | <b>28,240</b>   | <b>-1.9%</b> |

## West Region

| Region                     | County      | YTD Median Price |                 |              | YTD Sales       |                 |              |
|----------------------------|-------------|------------------|-----------------|--------------|-----------------|-----------------|--------------|
|                            |             | Through 11/2018  | Through 11/2017 | % Change     | Through 11/2018 | Through 11/2017 | % Change     |
| West                       | Buffalo     | 123,950          | 150,000         | -17.4%       | 110             | 109             | +0.9%        |
|                            | Chippewa    | 172,000          | 160,500         | +7.2%        | 714             | 771             | -7.4%        |
|                            | Dunn        | 167,800          | 155,500         | +7.9%        | 632             | 587             | +7.7%        |
|                            | Eau Claire  | 178,500          | 170,000         | +5.0%        | 1,361           | 1,366           | -0.4%        |
|                            | Jackson     | 124,950          | 124,450         | +0.4%        | 208             | 204             | +2.0%        |
|                            | La Crosse   | 187,000          | 175,000         | +6.9%        | 1,377           | 1,370           | +0.5%        |
|                            | Monroe      | 146,875          | 140,250         | +4.7%        | 496             | 490             | +1.2%        |
|                            | Pepin       | 116,000          | 100,300         | +15.7%       | 133             | 112             | +18.8%       |
|                            | Pierce      | 212,750          | 200,000         | +6.4%        | 346             | 405             | -14.6%       |
|                            | St. Croix   | 244,900          | 230,000         | +6.5%        | 1,265           | 1,284           | -1.5%        |
|                            | Trempealeau | 150,000          | 145,000         | +3.4%        | 211             | 205             | +2.9%        |
|                            | Vernon      | 153,000          | 138,500         | +10.5%       | 275             | 250             | +10.0%       |
| <b>West Regional Total</b> |             | <b>184,185</b>   | <b>173,000</b>  | <b>+6.5%</b> | <b>7,128</b>    | <b>7,153</b>    | <b>-0.3%</b> |

### YTD Statewide Median Price

| Through 11/2018 | Through 11/2017 | % Change |
|-----------------|-----------------|----------|
| 184,000         | 172,500         | +6.7%    |

### YTD Statewide Sales

| Through 11/2018 | Through 11/2017 | % Change |
|-----------------|-----------------|----------|
| 77,533          | 78,885          | -1.7%    |