

Q2-2018

# A FREE RESEARCH TOOL FROM THE **MULTIPLE LISTING SERVICE, INC.**



Data shown only for ZIP codes with activity during the quarter. ZIP codes without activity were excluded.

#### **Counties**

All Counties Overview

Jefferson County

Kenosha County

La Crosse County

Manitowoc County

Milwaukee County

Ozaukee County

Racine County

Sheboygan County

Walworth County

Washington County

Waukesha County

Q2-2018



### **All Counties Overview**

|            | Median S  | Sales Price      | Pct. of Orig | . Price Rec'd.     | Days o  | n Market         | Close   | d Sales          |
|------------|-----------|------------------|--------------|--------------------|---------|------------------|---------|------------------|
|            | Q2-2018   | 1-Yr Chg         | Q2-2018      | 1-Yr Chg           | Q2-2018 | 1-Yr Chg         | Q2-2018 | 1-Yr Chg         |
| Jefferson  | \$224,500 | <b>1</b> + 27.9% | 98.0%        | <b>1.7%</b>        | 71      | + 4.3%           | 283     | - 9.3%           |
| Kenosha    | \$186,000 | <b>1</b> + 9.5%  | 99.0%        | <b>1</b> + 2.7%    | 34      | - 31.4%          | 710     | <b>+</b> 5.0%    |
| La Crosse  | \$204,900 | <b>↑</b> + 17.1% | 99.0%        | <b>1.4%</b>        | 30      | <b>J</b> - 19.0% | 391     | <b>4</b> - 11.1% |
| Manitowoc  | \$119,000 | <b>1</b> + 19.0% | 95.1%        | <b>1</b> + 0.9%    | 60      | - 30.1%          | 272     | <b>4</b> - 2.2%  |
| Milwaukee  | \$166,000 | <b>1</b> + 3.8%  | 97.7%        | <b>1.0%</b>        | 37      | <b>J</b> - 18.1% | 3,120   | <b>-</b> 2.5%    |
| Ozaukee    | \$305,000 | <b>1</b> + 5.4%  | 97.7%        | <b>1</b> + 0.7%    | 47      | <b>-</b> 19.0%   | 410     | - 6.8%           |
| Racine     | \$179,900 | <b>1</b> + 7.4%  | 98.5%        | <b>1</b> + 1.9%    | 39      | - 32.8%          | 761     | <b>4</b> - 7.5%  |
| Sheboygan  | \$152,000 | <b>1</b> + 4.9%  | 97.5%        | <b>1.3%</b>        | 50      | <b>-</b> 16.4%   | 382     | <b>1</b> + 7.0%  |
| Walworth   | \$211,000 | <b>1</b> + 2.9%  | 95.5%        | <b>1</b> + 0.7%    | 79      | <b>-</b> 12.8%   | 506     | <b>4</b> - 18.5% |
| Washington | \$249,900 | <b>1</b> + 18.5% | 97.8%        | <b>-</b> 0.2%      | 47      | <b>1</b> + 2.7%  | 591     | <b>4</b> - 12.3% |
| Waukesha   | \$298,000 | <b>1</b> + 5.5%  | 99.0%        | <b>1.1%</b> + 1.1% | 39      | <b>-</b> 21.3%   | 1,753   | - 8.0%           |

Q2-2018

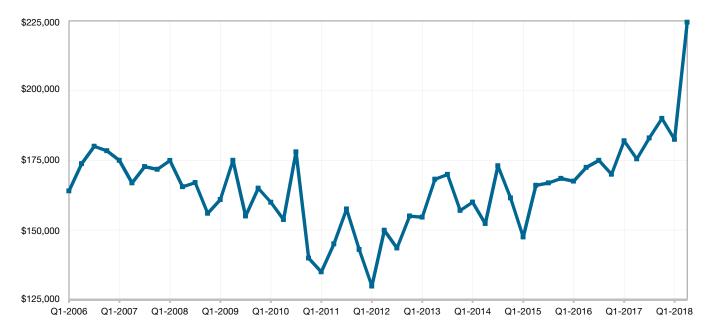


# **Jefferson County**

| <b>Key Metrics</b>         | Q2-2018          | 1-Yr Chg |
|----------------------------|------------------|----------|
|                            | <b>DOO 4 TOO</b> | 07.00/   |
| Median Sales Price         | \$224,500        | + 27.9%  |
| Average Sales Price        | \$241,263        | + 24.1%  |
| Pct. of Orig. Price Rec'd. | 98.0%            | + 1.7%   |
| Homes for Sale             | 263              | - 9.3%   |
| Closed Sales               | 283              | - 9.3%   |
| Months Supply              | 3.9              | + 14.4%  |
| Days on Market             | 71               | + 4.3%   |



#### **Historical Median Sales Price for Jefferson County**



Q2-2018



# **Jefferson ZIP Codes**

|       | Median Sa | les Price        | Pct. of Orig. | Price Rec'd.       | Days o  | n Market          | Clos    | ed Sales         |
|-------|-----------|------------------|---------------|--------------------|---------|-------------------|---------|------------------|
|       | Q2-2018   | 1-Yr Chg         | Q2-2018       | 1-Yr Chg           | Q2-2018 | 1-Yr Chg          | Q2-2018 | 1-Yr Chg         |
| 53036 | \$291,700 | <b>1</b> + 7.0%  | 98.6%         | + 0.8%             | 50      | <b>1</b> + 7.2%   | 19      | <b>- 17.4%</b>   |
| 53038 | \$212,000 | <b>-</b> 12.1%   | 99.0%         | <b>1</b> + 0.6%    | 47      | - 0.4%            | 17      | <b>-</b> 15.0%   |
| 53066 | \$330,000 | <b>1</b> + 7.5%  | 98.7%         | <b>↑</b> + 2.7%    | 54      | <b>-</b> 25.2%    | 186     | <b>1</b> + 9.4%  |
| 53094 | \$199,000 | <b>1</b> + 38.2% | 98.0%         | <b>↑</b> +1.2%     | 49      | <b>1</b> + 0.2%   | 77      | <b>1</b> + 16.7% |
| 53137 | \$238,500 | <b>-</b> 9.2%    | 98.4%         | <b>↑</b> + 2.4%    | 61      | <b>1</b> + 263.9% | 8       | → 0.0%           |
| 53156 | \$230,000 | <b>1</b> + 39.4% | 96.5%         | <b>1</b> + 2.5%    | 98      | <b>4</b> - 40.8%  | 15      | <b>+</b> 36.4%   |
| 53178 | \$265,500 | <b>1</b> + 18.1% | 99.0%         | <b>1</b> + 8.0%    | 25      | <b>-</b> 77.6%    | 3       | - 66.7%          |
| 53190 | \$225,000 | <b>1</b> + 17.6% | 96.3%         | <b>1.5%</b> + 1.5% | 51      | <b>-</b> 27.4%    | 33      | - 38.9%          |
| 53523 | \$395,100 | <b>1</b> + 27.1% | 96.8%         | <b>-</b> 0.3%      | 93      | <b>1</b> + 114.9% | 12      | <b>+</b> 50.0%   |
| 53538 | \$195,500 | <b>1</b> + 31.2% | 97.2%         | <b>↑</b> + 1.5%    | 123     | <b>1</b> + 52.6%  | 62      | <b>-</b> 10.1%   |
| 53549 | \$194,000 | <b>1</b> + 36.7% | 97.3%         | <b>↑</b> + 3.7%    | 92      | <b>1</b> + 24.3%  | 27      | <b>1</b> + 28.6% |
| 53551 | \$227,500 | <b>1</b> + 1.1%  | 99.3%         | <b>1</b> + 2.3%    | 37      | <b>-</b> 35.4%    | 24      | <b>1</b> + 4.3%  |
| 53594 | \$213,326 | <b>1</b> + 58.0% | 97.9%         | <b>1.5%</b>        | 57      | <b>-</b> 11.9%    | 12      | <b>+</b> 200.0%  |

Q2-2018

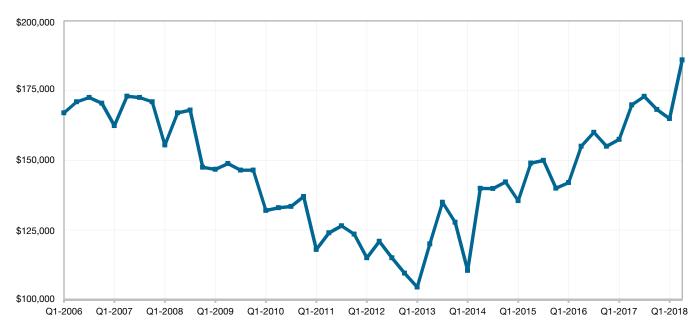


# **Kenosha County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
| Median Sales Price         | \$186,000 | + 9.5%   |
| Average Sales Price        | \$214,498 | + 5.8%   |
| Pct. of Orig. Price Rec'd. | 99.0%     | + 2.7%   |
| Homes for Sale             | 551       | - 8.5%   |
| Closed Sales               | 710       | + 5.0%   |
| Months Supply              | 3.1       | - 1.6%   |
| Days on Market             | 34        | - 31.4%  |



#### **Historical Median Sales Price for Kenosha County**



Q2-2018



# **Kenosha ZIP Codes**

|       | Median Sales I | Price    | Pct. of Orig. | . Pric | e Rec'd. | Days o  | n M | arket    | Clos    | ed S | ales     |
|-------|----------------|----------|---------------|--------|----------|---------|-----|----------|---------|------|----------|
|       | Q2-2018 1-     | -Yr Chg  | Q2-2018       | 1-     | -Yr Chg  | Q2-2018 |     | 1-Yr Chg | Q2-2018 |      | 1-Yr Chg |
| 53104 | \$265,250      | + 13.9%  | 95.4%         | 1      | + 1.0%   | 44      | 4   | - 50.7%  | 15      | 4    | - 6.3%   |
| 53105 | \$229,000      | + 17.4%  | 98.0%         | 1      | + 2.2%   | 55      | 1   | + 1.1%   | 103     | 4    | - 12.7%  |
| 53128 | \$160,950      | + 0.8%   | 96.8%         | 1      | + 1.9%   | 43      | Ψ   | - 51.3%  | 46      | 4    | - 17.9%  |
| 53139 | \$340,000 🏚 +  | + 151.9% | 96.4%         | 1      | + 5.9%   | 22      | 4   | - 77.1%  | 9       | 4    | - 18.2%  |
| 53140 | \$149,900      | + 11.1%  | 100.0%        | 1      | + 5.2%   | 29      | 4   | - 51.4%  | 107     | 1    | + 35.4%  |
| 53142 | \$200,050      | + 19.5%  | 100.2%        | 1      | + 1.4%   | 24      | 4   | - 24.1%  | 156     | 4    | - 4.3%   |
| 53143 | \$146,000 🏠    | + 5.1%   | 98.2%         | 1      | + 4.2%   | 40      | 4   | - 32.2%  | 75      | 1    | + 4.2%   |
| 53144 | \$184,950      | + 15.6%  | 99.6%         | 1      | + 2.8%   | 26      | 4   | - 28.7%  | 104     | 1    | + 50.7%  |
| 53158 | \$253,000      | + 23.4%  | 98.8%         | 1      | + 1.8%   | 24      | Ψ   | - 48.5%  | 76      | 1    | + 40.7%  |
| 53159 | \$95,000       |          | 82.0%         |        |          | 67      |     |          | 1       |      |          |
| 53168 | \$209,000      | + 18.5%  | 99.5%         | 1      | + 4.8%   | 38      | 4   | - 33.8%  | 58      | 1    | + 56.8%  |
| 53170 | \$196,750      | - 1.6%   | 101.9%        | 1      | + 5.3%   | 52      | 1   | + 2.8%   | 4       | Ψ    | - 73.3%  |
| 53179 | \$178,000      | - 3.8%   | 97.7%         | 1      | + 2.4%   | 42      | Ψ   | - 36.7%  | 35      | 1    | + 75.0%  |
| 53181 | \$255,700      | + 10.6%  | 97.2%         | 1      | + 2.7%   | 64      | Ψ   | - 23.8%  | 52      | 1    | + 18.2%  |
| 53182 | \$224,000      | + 6.7%   | 98.4%         | Ψ      | - 0.7%   | 32      | Ψ   | - 75.6%  | 25      | 1    | + 66.7%  |
| 53192 | \$165,000      |          | 91.7%         |        |          | 137     |     |          | 1       |      |          |

Q2-2018

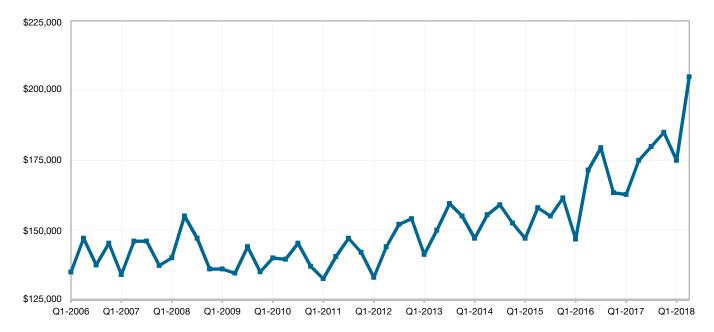


## La Crosse County

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            | •         |          |
| Median Sales Price         | \$204,900 | + 17.1%  |
| Average Sales Price        | \$227,510 | + 13.9%  |
| Pct. of Orig. Price Rec'd. | 99.0%     | + 1.4%   |
| Homes for Sale             | 302       | + 28.0%  |
| Closed Sales               | 391       | - 11.1%  |
| Months Supply              | 2.8       | + 32.1%  |
| Days on Market             | 30        | - 19.0%  |



#### **Historical Median Sales Price for La Crosse County**



Q2-2018



### La Crosse ZIP Codes

|       | Median Sales Pri | ce Pct. of O | rig. Price Rec'd.                                 | Days on | Market         | Close   | d Sales          |
|-------|------------------|--------------|---|---------|----------------|---------|------------------|
|       | Q2-2018 1-Yr     | Chg Q2-201   | 8 1-Yr Chg  | Q2-2018 | 1-Yr Chg       | Q2-2018 | 1-Yr Chg         |
| 54601 | \$172,500 👚 + 1  | 7.0% 98.8%   | + 0.5%  | 24      | - 24.5%        | 147     | <b>↓</b> - 8.7%  |
| 54603 | \$129,600 👚 + 2  | 8.3% 100.2%  | ó <b>↑</b> +3.8%                                  | 36      | + 16.3%        | 46      | <b>-</b> 19.3%   |
| 54614 | \$204,900 🛖 + 2  | 7.7% 99.1%   | <b>-</b> 0.0%                                     | 34      | + 3.5%         | 7       | <b>+</b> 250.0%  |
| 54636 | \$254,450 🏚 + 5  | 5.1% 98.8%   | <b>1</b> + 0.3%                                   | 33      | + 9.4%         | 68      | <b>1</b> + 19.3% |
| 54644 | \$192,500 🌵 - 5  | 0.0% 100.2%  | ó <b>↑</b> +0.2%                                  | 8       | <b>-</b> 37.5% | 8       | <b>+</b> 700.0%  |
| 54650 | \$222,000 🛖 + 8  | 3.3% 99.1%   | <b>1.6%</b> + + + + + + + + + + + + + + + + + + + | 35      | · - 37.2%      | 87      | + 2.4%           |
| 54653 | \$194,300 🏚 + 1  | 0.1% 99.7%   | + 3.0%  | 14      | <b>-</b> 56.9% | 1       | <b>-</b> 75.0%   |
| 54658 | \$192,950 👚 + 2  | 8.6% 96.4%   | <b>1</b> + 0.4%                                   | 30      | + 8.5%         | 8       | <b>-</b> 27.3%   |
| 54669 | \$245,500 👚 + 1  | 5.3% 98.0%   | <b>J</b> - 0.3%                                   | 31      | + 88.4%        | 26      | <b>1</b> + 18.2% |

Q2-2018

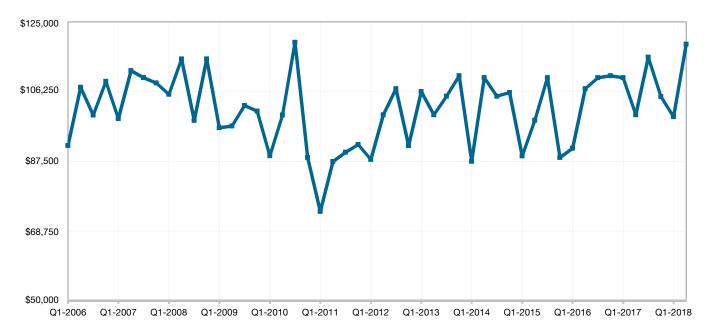


## **Manitowoc County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            | •         |          |
| Median Sales Price         | \$119,000 | + 19.0%  |
| Average Sales Price        | \$143,355 | + 21.8%  |
| Pct. of Orig. Price Rec'd. | 95.1%     | + 0.9%   |
| Homes for Sale             | 299       | - 16.0%  |
| Closed Sales               | 272       | - 2.2%   |
| Months Supply              | 4.1       | - 10.6%  |
| Days on Market             | 60        | - 30.1%  |



#### **Historical Median Sales Price for Manitowoc County**



Q2-2018



### **Manitowoc ZIP Codes**

|       | Median S  | ales Price        | Pct. of Orig | . Price Rec'd.   | Days (  | on Market         | Clos    | ed Sales          |
|-------|-----------|-------------------|--------------|------------------|---------|-------------------|---------|-------------------|
|       | Q2-2018   | 1-Yr Chg          | Q2-2018      | 1-Yr Chg         | Q2-2018 | 1-Yr Chg          | Q2-2018 | 1-Yr Chg          |
| 53015 | \$176,000 | <b>-</b> 12.0%    | 96.8%        | <b>+</b> 5.9%    | 54      | - 23.4%           | 9       | <b>1</b> + 200.0% |
| 53042 | \$171,000 | <b>1</b> + 24.9%  | 97.4%        | <b>1.9%</b>      | 34      | <b>-</b> 63.5%    | 14      | - 33.3%           |
| 53063 | \$220,000 | <b>1</b> + 52.0%  | 83.0%        | <b>J</b> - 7.7%  | 208     | <b>1</b> + 375.6% | 3       | → 0.0%            |
| 54214 | \$71,750  | <b>J</b> - 31.7%  | 99.2%        | <b>1</b> + 27.4% | 4       | <b>-</b> 98.2%    | 2       | <b>1</b> + 100.0% |
| 54215 | \$179,900 | <b>1</b> + 114.2% | 100.0%       | <b>1</b> + 7.0%  | 3       | <b>-</b> 66.7%    | 1       | → 0.0%            |
| 54220 | \$125,000 | <b>1</b> + 31.6%  | 95.1%        | <b>1.5%</b>      | 63      | <b>-</b> 26.3%    | 158     | <b>1</b> + 23.4%  |
| 54228 | \$119,000 | <b>1</b> + 12.6%  | 98.7%        | <b>1.4%</b>      | 13      | <b>-</b> 67.0%    | 5       | <b>1</b> + 25.0%  |
| 54230 | \$240,000 | <b>1</b> + 120.8% | 98.2%        | <b>1</b> + 4.7%  | 39      | <b>-</b> 62.2%    | 7       | - 30.0%           |
| 54232 | \$87,000  |                   | 94.8%        |                  | 112     |                   | 3       |                   |
| 54241 | \$83,200  | <b>1</b> + 9.5%   | 93.7%        | <b>-</b> 0.0%    | 62      | <b>J</b> - 31.0%  | 60      | <b>+</b> 33.3%    |
| 54245 | \$120,000 | <b>1</b> + 33.3%  | 93.4%        | <b>1</b> + 0.3%  | 95      | <b>-</b> 37.6%    | 3       | → 0.0%            |
| 54247 | \$147,500 | <b>1</b> + 7.9%   | 98.8%        | <b>1.9%</b>      | 33      | <b>-</b> 65.5%    | 7       | <b>1</b> + 250.0% |

Q2-2018

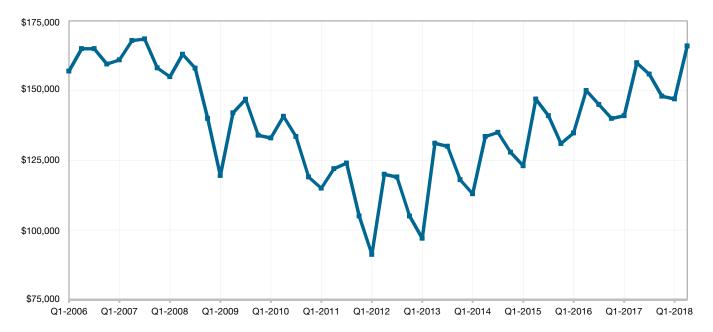


## Milwaukee County

| <b>Key Metrics</b>         | Q2-2018  | 1-Yr Chg |
|----------------------------|--|----------|
|                            | <b>*</b> • • • • • • • • • • • • • • • • • • • | 2.22/    |
| Median Sales Price         | \$166,000                                      | + 3.8%   |
| Average Sales Price        | \$202,962                                      | + 6.4%   |
| Pct. of Orig. Price Rec'd. | 97.7%  | + 1.0%   |
| Homes for Sale             | 2,423  | - 9.0%   |
| Closed Sales               | 3,120  | - 2.5%   |
| Months Supply              | 3.1  | - 2.6%   |
| Days on Market             | 37   | - 18.1%  |



#### **Historical Median Sales Price for Milwaukee County**



Q2-2018



### Milwaukee ZIP Codes

| Median S  | Sales Price   | Pct. of Orig | . Price Rec'd.  | Days (   | on Market   | Close  | ed Sales  |
|-----------|---|--------------|---|--|---|--|---|
| Q2-2018   | 1-Yr Chg  | Q2-2018      | 1-Yr Chg  | Q2-2018  | 1-Yr Chg  | Q2-2018  | 1-Yr Chg  |
| \$139,950 | <b>+</b> 3.7%   | 97.7%        | <b>J</b> - 1.4%   | 41   | <b>1</b> + 19.1%  | 54   | <b>-</b> 23.9%  |
| \$220,000 | <b>1</b> + 10.0%  | 98.8%        | <b>-</b> 0.5%   | 22   | <b>-</b> 22.4%  | 64   | <b>+</b> 33.3%  |
| \$250,000 | <b>1</b> + 11.2%  | 99.4%        | <b>↑</b> + 2.5%   | 12   | <b>-</b> 74.4%  | 35   | + 20.7%   |
| \$252,500 | <b>-</b> 4.8%   | 98.8%        | <b>1</b> + 0.9%   | 31   | <b>-</b> 8.2%   | 164  | <b>+</b> 13.9%  |
| \$229,900 | <b>-</b> 1.4%   | 100.0%       | <b>↑</b> + 1.1%   | 30   | <b>1</b> + 7.5%   | 86   | <b>-</b> 25.9%  |
| \$171,400 | <b>1</b> + 10.4%  | 99.2%        | <b>↑</b> + 1.6%   | 32   | <b>-</b> 26.4%  | 62   | <b>4</b> - 6.1%   |
| \$265,000 | <b>1</b> + 15.2%  | 97.1%        | <b>↑</b> + 0.4%   | 45   | - 9.9%  | 149  | <b>+</b> 5.7%   |
| \$201,000 | <b>-</b> 5.2%   | 98.2%        | <b>↑</b> + 3.5%   | 80   | <b>-</b> 17.8%  | 7  | + 40.0%   |
| \$113,000 | <b>1</b> + 71.9%  | 94.4%        | <b>↑</b> + 2.0%   | 36   | <b>-</b> 43.7%  | 34   | <b>+</b> 13.3%  |
| \$30,000  | <b>-</b> 40.0%  | 88.0%        | <b>-</b> 3.1%   | 52   | <b>1</b> + 36.3%  | 6  | + 20.0%   |
| \$12,500  | <b>-</b> 16.7%  | 89.9%        | ↑ + 12.7%   | 118  | <b>-</b> 19.8%  | 30   | + 66.7%   |
| \$172,500 | <b>1</b> + 11.3%  | 97.7%        | <b>1</b> + 0.9%   | 28   | <b>-</b> 35.1%  | 140  | <b>+</b> 3.7%   |
| \$177,000 | <b>1</b> + 0.9%   | 98.0%        | - 0.8%  | 46   | <b>1</b> + 10.5%  | 52   | + 20.9%   |
| \$89,500  | <b>1</b> + 38.8%  | 95.3%        | <b>↑</b> + 1.1%   | 40   | <b>-</b> 15.2%  | 156  | + 20.9%   |
| \$151,000 | <b>1</b> + 94.8%  | 95.4%        | <b>↑</b> + 2.8%   | 58   | <b>-</b> 13.2%  | 55   | <b>1</b> + 7.8%   |
| \$360,000 | + 14.1%   | 97.2%        | <b>↑</b> + 1.4%   | 45   | <b>-</b> 9.7%   | 105  | <b>-</b> 9.5%   |
| \$174,900 | <b>1</b> + 7.0%   | 96.7%        | <b>-</b> 0.3%   | 34   | <b>-</b> 27.3%  | 70   | <b>-</b> 5.4%   |
| \$255,500 | <b>1</b> + 3.0%   | 100.6%       | <b>↑</b> + 0.2%   | 18   | <b>-</b> 17.9%  | 106  | → 0.0%  |
| \$139,000 | <b>1</b> + 6.9%   | 99.2%        | <b>↑</b> + 1.6%   | 35   | <b>-</b> 27.2%  | 120  | <b>4</b> - 14.9%  |
| \$121,400 | <b>1</b> + 18.2%  | 98.2%        | <b>↑</b> + 2.7%   | 52   | <b>-</b> 3.1%   | 76   | <b>+</b> 11.8%  |
| \$94,750  | + 35.4%   | 93.1%        | <b>↑</b> + 0.9%   | 62   | <b>-</b> 13.1%  | 66   | <b>-</b> 12.0%  |
| \$358,000 | <b>1</b> + 2.3%   | 96.7%        | <b>-</b> 0.1%   | 39   | <b>-</b> 12.4%  | 197  | <b>+</b> 18.0%  |
| \$71,400  | + 21.1%   | 95.0%        | <b>-</b> 1.9%   | 35   | <b>-</b> 33.5%  | 87   | + 8.8%  |
| \$140,000 | + 2.3%  | 98.3%        | <b>↑</b> + 0.5%   | 33   | <b>-</b> 21.5%  | 171  | <b>+</b> 2.4%   |
| \$154,500 | <b>-</b> 2.5%   | 98.6%        | <b>↑</b> + 0.7%   | 36   | <b>+</b> 3.0%   | 121  | <b>+</b> 30.1%  |
| \$156,000 | <b>1</b> + 10.1%  | 98.8%        | <b>↑</b> + 1.6%   | 30   | <b>-</b> 48.1%  | 142  | <b>+</b> 31.5%  |
| \$145,450 | <b>1</b> + 5.0%   | 98.2%        | <b>↑</b> + 0.7%   | 31   | <b>-</b> 21.0%  | 188  | <b>4.1%</b>   |
| \$136,200 | <b>1</b> + 10.3%  | 97.4%        | <b>1</b> + 4.9%   | 44   | <b>-</b> 29.3%  | 123  | <b>1</b> + 12.8%  |
| \$126,513 | - 0.4%  | 96.3%        | ↑ + 0.1%  | 57   | <b>1</b> + 3.9%   | 66   | <b>+</b> 24.5%  |
| \$127,500 | + 4.1%  | 96.5%        | <b>↑</b> + 1.9%   | 37   | <b>-</b> 29.7%  | 71   | → 0.0%  |
| \$240,000 | → 0.0%  | 100.7%       | <b>1</b> + 3.0%   | 22   | <b>-</b> 34.2%  | 84   | <b>4</b> - 1.2%   |
| \$155,000 | <b>1</b> + 3.4%   | 99.0%        | <b>1.7%</b> + 1.7%  | 34   | <b>-</b> 9.0%   | 118  | <b>1</b> + 12.4%  |
| \$230,000 | <b>1</b> + 7.5%   | 99.6%        | <b>1.8%</b> + 1.8%  | 28   | <b>-</b> 18.6%  | 69   | → 0.0%  |
| \$65,000  |   | 80.8%        |   | 25   |   | 3  |   |
| \$151,000 | <b>1.3%</b>   | 98.1%        | <b>1</b> + 0.8%   | 60   | <b>-</b> 7.1%   | 43   | <b>-</b> 15.7%  |
|           | Q2-2018 \$139,950 \$220,000 \$250,000 \$250,000 \$252,500 \$229,900 \$171,400 \$265,000 \$113,000 \$113,000 \$177,000 \$177,000 \$177,000 \$177,000 \$174,900 \$255,500 \$139,000 \$1121,400 \$94,750 \$358,000 \$71,400 \$140,000 \$154,500 \$156,000 \$145,450 \$136,200 \$127,500 \$240,000 \$155,000 \$65,000 | \$139,950    | Q2-2018       1-Yr Chg       Q2-2018         \$139,950       ↑ + 3.7%       97.7%         \$220,000       ↑ + 10.0%       98.8%         \$250,000       ↑ + 11.2%       99.4%         \$252,500       ↓ - 4.8%       98.8%         \$229,900       ↓ - 1.4%       100.0%         \$171,400       ↑ + 10.4%       99.2%         \$265,000       ↑ + 15.2%       97.1%         \$201,000       ↓ - 5.2%       98.2%         \$113,000       ↑ + 71.9%       94.4%         \$30,000       ↓ - 40.0%       88.0%         \$12,500       ↓ - 16.7%       89.9%         \$177,000       ↑ + 0.9%       98.0%         \$89,500       ↑ + 38.8%       95.3%         \$151,000       ↑ + 94.8%       95.4%         \$360,000       ↑ + 14.1%       97.2%         \$174,900       ↑ + 7.0%       96.7%         \$255,500       ↑ + 3.0%       100.6%         \$139,000       ↑ + 6.9%       99.2%         \$121,400       ↑ + 18.2%       98.2%         \$94,750       ↑ + 35.4%       93.1%         \$358,000       ↑ 2.3%       96.7%         \$71,400       ↑ + 2.3%       96.7% | Q2-2018       1-Yr Chg       Q2-2018       1-Yr Chg         \$139,950       ↑ + 3.7%       97.7%       ↓ - 1.4%         \$220,000       ↑ + 10.0%       98.8%       ↓ - 0.5%         \$250,000       ↑ + 11.2%       99.4%       ↑ + 2.5%         \$252,500       ↓ - 4.8%       98.8%       ↑ + 0.9%         \$229,900       ↓ - 1.4%       100.0%       ↑ + 1.1%         \$171,400       ↑ + 10.4%       99.2%       ↑ + 1.6%         \$265,000       ↑ + 15.2%       97.1%       ↑ + 0.4%         \$201,000       ↓ - 5.2%       98.2%       ↑ + 3.5%         \$113,000       ↑ + 71.9%       94.4%       ↑ + 2.0%         \$30,000       ↓ - 40.0%       88.0%       ↓ - 3.1%         \$12,500       ↑ + 11.3%       97.7%       ↑ + 0.9%         \$172,500       ↑ + 11.3%       97.7%       ↑ + 0.9%         \$177,000       ↑ + 0.9%       98.0%       ↓ - 0.8%         \$89,500       ↑ + 38.8%       95.3%       ↑ + 1.1%         \$151,000       ↑ + 7.0%       96.7%       ↑ - 0.3%         \$255,500       ↑ + 3.0%       100.6%       ↑ + 2.8%         \$360,000       ↑ + 18.2%       98.2%       ↑ + 1.6% <tr< td=""><td>Q2-2018       1-Yr Chg       Q2-2018       1-Yr Chg       Q2-2018         \$139,950       ↑ + 3.7%       97.7%       ↓ - 1.4%       41         \$220,000       ↑ + 10.0%       98.8%       ↓ - 0.5%       22         \$250,000       ↑ + 11.2%       99.4%       ↑ + 2.5%       12         \$255,000       ↑ - 4.8%       98.8%       ↑ + 0.9%       31         \$229,900       ↓ - 1.4%       100.0%       ↑ + 1.1%       30         \$171,400       ↑ + 10.4%       99.2%       ↑ + 1.6%       32         \$265,000       ↑ + 15.2%       97.1%       ↑ + 0.4%       45         \$201,000       ↓ - 5.2%       98.2%       ↑ + 3.5%       80         \$113,000       ↑ + 71.9%       94.4%       ↑ + 2.0%       36         \$30,000       ↓ - 40.0%       88.0%       ↓ - 3.1%       52         \$12,500       ↓ - 16.7%       89.9%       ↑ + 12.7%       118         \$172,500       ↑ + 11.3%       97.7%       ↑ + 0.9%       28         \$177,000       ↑ + 0.9%       98.0%       ↓ - 0.8%       46         \$89,500       ↑ 38.8%       95.3%       ↑ + 1.1%       40         \$151,000       ↑ 94.8%       95.4</td><td>Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg           \$139,950         + 3.7%         97.7%         √ -1.4%         41         + 19.1%           \$220,000         + 10.0%         98.8%         √ -0.5%         22         ✓ -22.4%           \$250,000         + 11.2%         99.4%         ↑ +2.5%         12         ✓ -74.4%           \$252,500         ✓ -4.8%         98.8%         ↑ +0.9%         31         ✓ -8.2%           \$229,900         ✓ -1.4%         100.0%         ↑ 1.1%         30         ↑ +7.5%           \$171,400         ↑ 10.4%         99.2%         ↑ +1.6%         32         ✓ -26.4%           \$265,000         ↑ 15.2%         97.1%         ↑ +0.4%         45         ✓ -9.9%           \$201,000         ↑ 5.2%         98.2%         ↑ 3.5%         80         ✓ -17.8%           \$113,000         ↑ 71.9%         94.4%         ↑ 2.0%         36         ✓ +3.7%           \$30,000         ↑ 40.0%         88.0%         ✓ -3.1%         52         ฬ 36.3%           \$12,500         ↑ 16.7%         89.9%         ↑ 12.7%         118         ✓ -19.8%           \$172,500         ↑ 16.7%         89.9%&lt;</td><td>Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg         Q2-2018           \$139,950         ↑ + 3.7%         97.7%         ↓ - 1.4%         41         ↑ + 19.1%         54           \$220,000         ↑ + 10.0%         98.8%         ↓ - 0.5%         22         ↓ - 22.4%         64           \$250,000         ↑ + 11.2%         99.4%         ↑ + 2.5%         12         ↓ - 74.4%         35           \$252,500         ↑ - 4.8%         98.8%         ↑ + 0.9%         31         ↓ - 8.2%         66           \$229,900         ↑ - 1.4%         100.0%         ↑ + 1.6%         32         ↓ - 26.4%         62           \$265,000         ↑ + 15.2%         97.1%         ↑ + 0.4%         45         ↓ - 9.9%         149           \$201,000         ↑ - 5.2%         98.2%         ↑ + 3.5%         80         ♣ - 17.8%         7           \$113,000         ↑ - 7.9%         94.4%         ↑ + 2.0%         36         ♣ 43.7%         3           \$30,000         ↑ - 40.0%         88.0%         ♠ - 3.1%         52         ↑ 36.3%         6           \$12,500         ↑ 11.3%         97.7%         ↑ 0.89         46         ↑ 10.5%         3</td></tr<> | Q2-2018       1-Yr Chg       Q2-2018       1-Yr Chg       Q2-2018         \$139,950       ↑ + 3.7%       97.7%       ↓ - 1.4%       41         \$220,000       ↑ + 10.0%       98.8%       ↓ - 0.5%       22         \$250,000       ↑ + 11.2%       99.4%       ↑ + 2.5%       12         \$255,000       ↑ - 4.8%       98.8%       ↑ + 0.9%       31         \$229,900       ↓ - 1.4%       100.0%       ↑ + 1.1%       30         \$171,400       ↑ + 10.4%       99.2%       ↑ + 1.6%       32         \$265,000       ↑ + 15.2%       97.1%       ↑ + 0.4%       45         \$201,000       ↓ - 5.2%       98.2%       ↑ + 3.5%       80         \$113,000       ↑ + 71.9%       94.4%       ↑ + 2.0%       36         \$30,000       ↓ - 40.0%       88.0%       ↓ - 3.1%       52         \$12,500       ↓ - 16.7%       89.9%       ↑ + 12.7%       118         \$172,500       ↑ + 11.3%       97.7%       ↑ + 0.9%       28         \$177,000       ↑ + 0.9%       98.0%       ↓ - 0.8%       46         \$89,500       ↑ 38.8%       95.3%       ↑ + 1.1%       40         \$151,000       ↑ 94.8%       95.4 | Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg           \$139,950         + 3.7%         97.7%         √ -1.4%         41         + 19.1%           \$220,000         + 10.0%         98.8%         √ -0.5%         22         ✓ -22.4%           \$250,000         + 11.2%         99.4%         ↑ +2.5%         12         ✓ -74.4%           \$252,500         ✓ -4.8%         98.8%         ↑ +0.9%         31         ✓ -8.2%           \$229,900         ✓ -1.4%         100.0%         ↑ 1.1%         30         ↑ +7.5%           \$171,400         ↑ 10.4%         99.2%         ↑ +1.6%         32         ✓ -26.4%           \$265,000         ↑ 15.2%         97.1%         ↑ +0.4%         45         ✓ -9.9%           \$201,000         ↑ 5.2%         98.2%         ↑ 3.5%         80         ✓ -17.8%           \$113,000         ↑ 71.9%         94.4%         ↑ 2.0%         36         ✓ +3.7%           \$30,000         ↑ 40.0%         88.0%         ✓ -3.1%         52         ฬ 36.3%           \$12,500         ↑ 16.7%         89.9%         ↑ 12.7%         118         ✓ -19.8%           \$172,500         ↑ 16.7%         89.9%< | Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg         Q2-2018         1-Yr Chg         Q2-2018           \$139,950         ↑ + 3.7%         97.7%         ↓ - 1.4%         41         ↑ + 19.1%         54           \$220,000         ↑ + 10.0%         98.8%         ↓ - 0.5%         22         ↓ - 22.4%         64           \$250,000         ↑ + 11.2%         99.4%         ↑ + 2.5%         12         ↓ - 74.4%         35           \$252,500         ↑ - 4.8%         98.8%         ↑ + 0.9%         31         ↓ - 8.2%         66           \$229,900         ↑ - 1.4%         100.0%         ↑ + 1.6%         32         ↓ - 26.4%         62           \$265,000         ↑ + 15.2%         97.1%         ↑ + 0.4%         45         ↓ - 9.9%         149           \$201,000         ↑ - 5.2%         98.2%         ↑ + 3.5%         80         ♣ - 17.8%         7           \$113,000         ↑ - 7.9%         94.4%         ↑ + 2.0%         36         ♣ 43.7%         3           \$30,000         ↑ - 40.0%         88.0%         ♠ - 3.1%         52         ↑ 36.3%         6           \$12,500         ↑ 11.3%         97.7%         ↑ 0.89         46         ↑ 10.5%         3 |

**Q2-2018** 

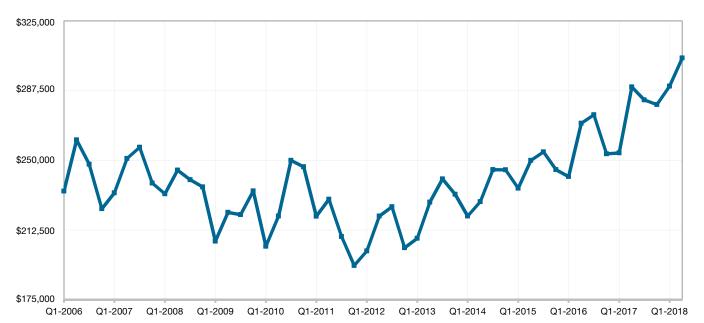


### **Ozaukee County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            | *         |          |
| Median Sales Price         | \$305,000 | + 5.4%   |
| Average Sales Price        | \$363,211 | + 10.9%  |
| Pct. of Orig. Price Rec'd. | 97.7%     | + 0.7%   |
| Homes for Sale             | 405       | - 5.4%   |
| Closed Sales               | 410       | - 6.8%   |
| Months Supply              | 3.9       | + 4.5%   |
| Days on Market             | 47        | - 19.0%  |



#### **Historical Median Sales Price for Ozaukee County**



Q2-2018



### **Ozaukee ZIP Codes**

|       | Median S  | ales Price       | Pct. of Orig | j. Price Rec'd.    | Days o  | on Market         | Clos    | ed Sales          |
|-------|-----------|------------------|--------------|--------------------|---------|-------------------|---------|-------------------|
|       | Q2-2018   | 1-Yr Chg         | Q2-2018      | 1-Yr Chg           | Q2-2018 | 1-Yr Chg          | Q2-2018 | 1-Yr Chg          |
| 53004 | \$222,700 | <b>1</b> + 12.5% | 97.7%        | <b>+</b> 0.2%      | 43      | <b>-</b> 21.9%    | 20      | + 5.3%            |
| 53012 | \$353,000 | <b>1</b> + 14.6% | 98.6%        | <b>+</b> 0.2%      | 35      | <b>-</b> 9.7%     | 87      | <b>1</b> + 64.2%  |
| 53013 | \$138,000 |                  | 98.3%        |                    | 76      |                   | 11      |                   |
| 53021 | \$236,950 | <b>-</b> 6.3%    | 97.2%        | <b>-</b> 0.3%      | 59      | <b>1</b> + 47.2%  | 20      | <b>1</b> + 122.2% |
| 53024 | \$295,000 | <b>1</b> + 21.9% | 98.2%        | <b>-</b> 0.0%      | 42      | <b>-</b> 17.4%    | 82      | <b>1</b> + 10.8%  |
| 53074 | \$216,500 | <b>1</b> + 0.7%  | 98.5%        | <b>1</b> + 0.6%    | 43      | <b>-</b> 14.7%    | 52      | <b>-</b> 7.1%     |
| 53075 | \$223,650 | <b>4</b> - 8.7%  | 94.4%        | <b>-</b> 2.8%      | 81      | <b>1</b> + 226.7% | 5       | <b>-</b> 28.6%    |
| 53080 | \$259,000 | <b>1</b> + 20.5% | 98.4%        | <b>1.9%</b> + 1.9% | 44      | <b>-</b> 19.6%    | 17      | <b>-</b> 32.0%    |
| 53092 | \$363,000 | <b>-</b> 1.4%    | 96.4%        | <b>-</b> 0.4%      | 57      | <b>-</b> 1.2%     | 109     | <b>-</b> 3.5%     |
| 53097 | \$366,450 | <b>J</b> - 1.5%  | 97.5%        | <b>1.4%</b>        | 59      | <b>-</b> 13.6%    | 28      | <b>-</b> 15.2%    |

Q2-2018

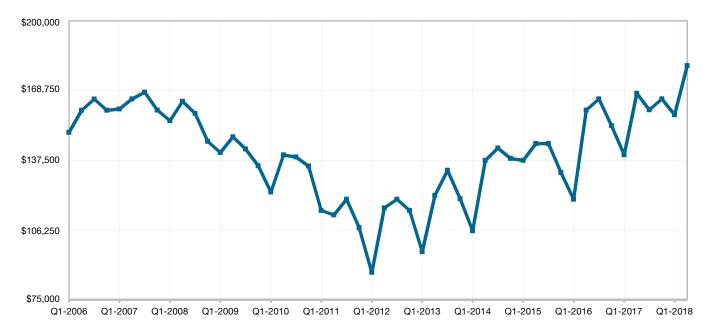


# **Racine County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            |           |          |
| Median Sales Price         | \$179,900 | + 7.4%   |
| Average Sales Price        | \$206,473 | + 10.1%  |
| Pct. of Orig. Price Rec'd. | 98.5%     | + 1.9%   |
| Homes for Sale             | 618       | - 11.2%  |
| Closed Sales               | 761       | - 7.5%   |
| Months Supply              | 3.0       | - 1.7%   |
| Days on Market             | 39        | - 32.8%  |



#### **Historical Median Sales Price for Racine County**



Q2-2018



### **Racine ZIP Codes**

|       | Median S  | Median Sales Price |         | Pct. of Orig. Price Rec'd. |        | Days on Market |          | Closed Sales |          |          |
|-------|-----------|--------------------|---------|----------------------------|--------|----------------|----------|--------------|----------|----------|
|       | Q2-2018   | 1-Yr Chg           | Q2-2018 | 1-Yr Ch                    | g Q2-2 | 2018           | 1-Yr Chg | Q2-2018      |          | 1-Yr Chg |
| 53105 | \$229,000 | <b>↑</b> + 17.4%   | 98.0%   | + 2.29                     | % 5    | 5 🏚            | + 1.1%   | 103          | 4        | - 12.7%  |
| 53108 | \$229,900 | <b>1</b> + 7.1%    | 100.1%  | + 0.79                     | % 1    | 1 🌵            | - 85.4%  | 6            | -        | 0.0%     |
| 53120 | \$241,000 | <b>J</b> - 3.8%    | 97.0%   | + 0.59                     | % 3    | 7 🌵            | - 53.7%  | 47           | 1        | + 11.9%  |
| 53126 | \$249,500 | <b>+</b> 0.6%      | 100.6%  | + 4.09                     | % 3    | 0 🌓            | - 52.2%  | 16           | 4        | - 15.8%  |
| 53139 | \$340,000 | <b>1</b> + 151.9%  | 96.4%   | <b>1</b> + 5.9°            | % 2    | 2 🌵            | - 77.1%  | 9            | 4        | - 18.2%  |
| 53167 | \$192,500 | <b>J</b> - 12.7%   | 99.4%   | - 2.89                     | % 1    | 3 🏚            | + 344.4% | 3            | 1        | + 50.0%  |
| 53177 | \$192,000 | <b>-</b> 0.8%      | 97.0%   | - 2.59                     | % 5    | 1 🏚            | + 13.8%  | 38           | 1        | + 31.0%  |
| 53182 | \$224,000 | <b>1</b> + 6.7%    | 98.4%   | - 0.79                     | % 3    | 2 🌵            | - 75.6%  | 25           | 1        | + 66.7%  |
| 53185 | \$283,000 | <b>1</b> + 8.8%    | 96.9%   | - 0.09                     | % 5    | 6 🌵            | - 0.6%   | 78           | 4        | - 10.3%  |
| 53402 | \$167,100 | <b>1</b> + 13.9%   | 98.8%   | <b>1.29</b>                | % 3    | 8 🌵            | - 20.5%  | 154          | 1        | + 10.0%  |
| 53403 | \$135,000 | <b>1</b> + 39.2%   | 98.6%   | <b>+</b> 3.99              | % 5    | 2 🌵            | - 18.3%  | 80           | 1        | + 1.3%   |
| 53404 | \$104,000 | <b>-</b> 10.7%     | 98.0%   | - 0.29                     | % 1    | 9 🌵            | - 64.4%  | 26           | <b>→</b> | 0.0%     |
| 53405 | \$121,250 | <b>1</b> + 6.6%    | 98.4%   | + 2.09                     | % 3    | 3 🌵            | - 47.6%  | 104          | 1        | + 11.8%  |
| 53406 | \$198,000 | <b>1</b> + 11.6%   | 99.2%   | + 1.19                     | % 2    | 9 🌓            | - 46.1%  | 143          | 1        | + 23.3%  |

Q2-2018

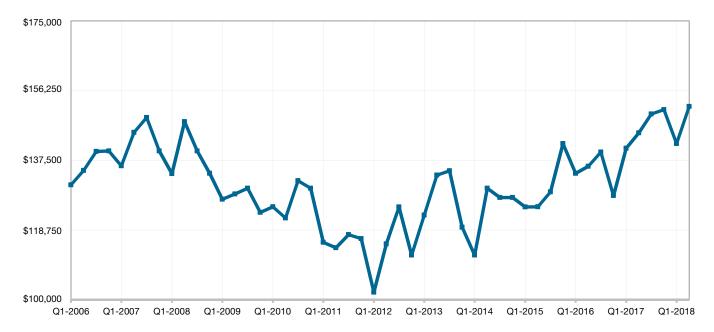


# **Sheboygan County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            |           |          |
| Median Sales Price         | \$152,000 | + 4.9%   |
| Average Sales Price        | \$188,539 | + 8.5%   |
| Pct. of Orig. Price Rec'd. | 97.5%     | + 1.3%   |
| Homes for Sale             | 394       | + 1.8%   |
| Closed Sales               | 382       | + 7.0%   |
| Months Supply              | 3.9       | + 11.4%  |
| Days on Market             | 50        | - 16.4%  |



#### **Historical Median Sales Price for Sheboygan County**



Q2-2018



# **Sheboygan ZIP Codes**

|       | Median S  | Median Sales Price |         | Pct. of Orig. Price Rec'd. |         | Days on Market     |         | ed Sales          |
|-------|-----------|--------------------|---------|----------------------------|---------|--------------------|---------|-------------------|
|       | Q2-2018   | 1-Yr Chg           | Q2-2018 | 1-Yr Chg                   | Q2-2018 | 1-Yr Chg           | Q2-2018 | 1-Yr Chg          |
| 53001 | \$221,500 | <b>1</b> + 7.6%    | 97.7%   | <b>-</b> 2.8%              | 58      | <b>1</b> + 1816.7% | 6       | + 200.0%          |
| 53011 | \$240,750 | <b>1</b> + 69.5%   | 99.7%   | <b>1</b> + 0.9%            | 142     | <b>+</b> 23.7%     | 6       | <b>-</b> 33.3%    |
| 53013 | \$138,000 |                    | 98.3%   |                            | 76      |                    | 11      |                   |
| 53015 | \$176,000 | <b>J</b> - 12.0%   | 96.8%   | <b>1</b> + 5.9%            | 54      | <b>-</b> 23.4%     | 9       | <b>1</b> + 200.0% |
| 53020 | \$259,500 | <b>1</b> + 79.3%   | 97.9%   | <b>1</b> + 2.2%            | 64      | <b>J</b> - 36.5%   | 10      | <b>-</b> 16.7%    |
| 53023 | \$143,200 | <b>-</b> 42.7%     | 102.4%  | <b>1</b> + 5.0%            | 109     | <b>-</b> 30.9%     | 4       | <b>1</b> + 33.3%  |
| 53031 | \$319,000 |                    | 91.2%   |                            | 225     |                    | 1       |                   |
| 53044 | \$300,250 | <b>1</b> + 17.8%   | 95.6%   | <b>-</b> 2.1%              | 83      | <b>1</b> + 131.7%  | 12      | <b>-</b> 14.3%    |
| 53070 | \$138,450 | <b>↑</b> + 0.1%    | 95.0%   | <b>+</b> 4.4%              | 60      | <b>1.3%</b>        | 16      | <b>1</b> + 14.3%  |
| 53073 | \$203,944 | <b>1</b> + 13.3%   | 97.7%   | <b>1.9%</b>                | 50      | <b>J</b> - 38.9%   | 52      | <b>1</b> + 40.5%  |
| 53075 | \$223,650 | <b>-</b> 8.7%      | 94.4%   | <b>-</b> 2.8%              | 81      | <b>1</b> + 226.7%  | 5       | <b>-</b> 28.6%    |
| 53081 | \$118,600 | <b>1</b> + 19.3%   | 97.4%   | <b>1</b> + 0.5%            | 36      | <b>-</b> 35.1%     | 152     | <b>1</b> + 35.7%  |
| 53083 | \$164,950 | <b>↑</b> + 3.1%    | 98.1%   | <b>+</b> 0.0%              | 49      | <b>+</b> 76.3%     | 60      | <b>+</b> 22.4%    |
| 53085 | \$229,900 | <b>1</b> + 48.8%   | 97.1%   | <b>1.7%</b> + 1.7%         | 57      | <b>-</b> 9.1%      | 39      | <b>1</b> + 56.0%  |
| 53093 | \$144,500 | <b>1.4%</b>        | 99.3%   | <b>1</b> + 2.6%            | 39      | <b>4</b> - 47.9%   | 9       | <b>125.0%</b>     |

Q2-2018

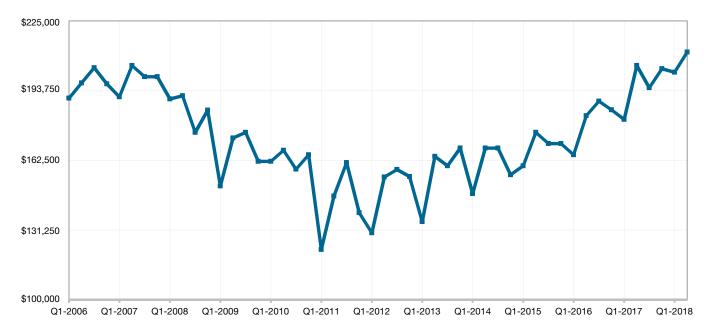


# **Walworth County**

| <b>Key Metrics</b>         | Q2-2018          | 1-Yr Chg |
|----------------------------|------------------|----------|
| Madian Calas Briss         | <b>\$011.000</b> | . 0.00/  |
| Median Sales Price         | \$211,000        | + 2.9%   |
| Average Sales Price        | \$296,242        | - 0.9%   |
| Pct. of Orig. Price Rec'd. | 95.5%            | + 0.7%   |
| Homes for Sale             | 938              | - 5.3%   |
| Closed Sales               | 506              | - 18.5%  |
| Months Supply              | 6.8              | + 9.7%   |
| Days on Market             | 79               | - 12.8%  |



#### **Historical Median Sales Price for Walworth County**



Q2-2018



### **Walworth ZIP Codes**

|       | Median S  | ales Price       | Pct. of Orig | Pct. of Orig. Price Rec'd. |         | Days on Market         |         | ed Sales         |
|-------|-----------|------------------|--------------|----------------------------|---------|------------------------|---------|------------------|
|       | Q2-2018   | 1-Yr Chg         | Q2-2018      | 1-Yr Chg                   | Q2-2018 | 1-Yr Chg               | Q2-2018 | 1-Yr Chg         |
| 53105 | \$229,000 | <b>17.4%</b>     | 98.0%        | <b>+</b> 2.2%              | 55      | <b>+</b> 1.1%          | 103     | - 12.7%          |
| 53114 | \$180,000 | <b>1</b> + 29.0% | 98.4%        | <b>↑</b> + 3.2%            | 27      | <b>-</b> 75.8%         | 9       | + 28.6%          |
| 53115 | \$162,500 | <b>-</b> 6.1%    | 95.4%        | <b>1</b> + 0.9%            | 70      | <b>J</b> - 33.2%       | 71      | + 24.6%          |
| 53120 | \$241,000 | <b>-</b> 3.8%    | 97.0%        | <b>↑</b> + 0.5%            | 37      | <b>J</b> - 53.7%       | 47      | <b>1</b> + 11.9% |
| 53121 | \$235,000 | <b>1</b> + 10.3% | 95.3%        | <b>-</b> 1.0%              | 91      | <b>1.6%</b>            | 77      | <b>-</b> 13.5%   |
| 53125 | \$248,500 | <b>J</b> - 15.8% | 94.3%        | <b>↑</b> + 1.4%            | 90      | <b>1</b> + 14.6%       | 43      | → 0.0%           |
| 53128 | \$160,950 | <b>1</b> + 0.8%  | 96.8%        | <b>↑</b> + 1.9%            | 43      | <b>J</b> - 51.3%       | 46      | <b>4</b> - 17.9% |
| 53147 | \$233,000 | <b>1</b> + 11.0% | 94.0%        | <b>-</b> 0.0%              | 107     | <b>1</b> + 2.3%        | 131     | - 9.7%           |
| 53149 | \$315,000 | <b>1</b> + 18.9% | 98.7%        | <b>1</b> + 0.5%            | 45      | <b>-</b> 16.2%         | 86      | <b>1</b> + 21.1% |
| 53157 | \$166,250 | <b>1</b> + 51.1% | 93.6%        | <b>J</b> - 7.9%            | 27      | <b>178.9%</b> + 178.9% | 2       | → 0.0%           |
| 53184 | \$207,500 | <b>1</b> + 28.5% | 95.3%        | <b>J</b> - 0.2%            | 71      | <b>-</b> 3.5%          | 8       | - 50.0%          |
| 53190 | \$225,000 | <b>17.6%</b>     | 96.3%        | <b>↑</b> + 1.5%            | 51      | <b>-</b> 27.4%         | 33      | - 38.9%          |
| 53191 | \$283,000 | <b>1</b> + 2.0%  | 98.4%        | <b>↑</b> + 6.1%            | 105     | <b>1</b> + 8.0%        | 35      | <b>+</b> 9.4%    |
| 53585 | \$132,500 | <b>J</b> - 12.7% | 97.6%        | <b>1</b> + 9.0%            | 107     | <b>-</b> 44.9%         | 4       | → 0.0%           |

Q2-2018

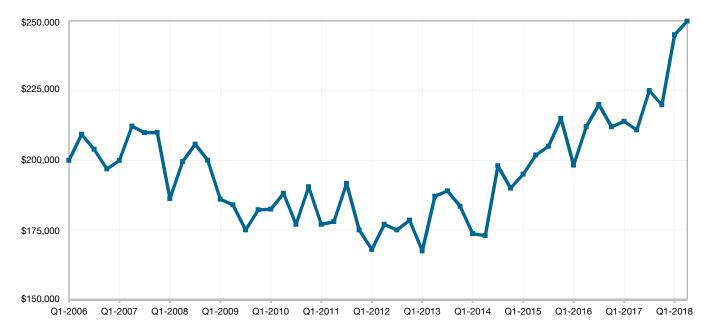


# **Washington County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            | *         |          |
| Median Sales Price         | \$249,900 | + 18.5%  |
| Average Sales Price        | \$265,795 | + 15.4%  |
| Pct. of Orig. Price Rec'd. | 97.8%     | - 0.2%   |
| Homes for Sale             | 532       | + 2.3%   |
| Closed Sales               | 591       | - 12.3%  |
| Months Supply              | 3.4       | + 14.6%  |
| Days on Market             | 47        | + 2.7%   |



#### **Historical Median Sales Price for Washington County**



Q2-2018



# **Washington ZIP Codes**

|       | Median Sa | Median Sales Price |         | Pct. of Orig. Price Rec'd. |         | Days on Market    |         | Closed Sales      |  |
|-------|-----------|--------------------|---------|----------------------------|---------|-------------------|---------|-------------------|--|
|       | Q2-2018   | 1-Yr Chg           | Q2-2018 | 1-Yr Chg                   | Q2-2018 | 1-Yr Chg          | Q2-2018 | 1-Yr Chg          |  |
| 53002 | \$240,375 | <b>+</b> 23.0%     | 94.1%   | <b>J</b> - 5.8%            | 67      | <b>↑</b> + 184.2% | 4       | <b>4</b> - 42.9%  |  |
| 53012 | \$353,000 | <b>1</b> + 14.6%   | 98.6%   | <b>1</b> + 0.2%            | 35      | <b>-</b> 9.7%     | 87      | <b>1</b> + 64.2%  |  |
| 53017 | \$279,900 | <b>-</b> 16.4%     | 97.2%   | <b>J</b> - 0.8%            | 44      | <b>1</b> + 56.1%  | 23      | <b>1</b> + 155.6% |  |
| 53021 | \$236,950 | <b>-</b> 6.3%      | 97.2%   | <b>-</b> 0.3%              | 59      | <b>1</b> + 47.2%  | 20      | <b>1</b> + 122.2% |  |
| 53022 | \$270,000 | <b>1</b> + 16.9%   | 98.4%   | <b>1</b> + 0.6%            | 27      | <b>J</b> - 18.3%  | 78      | <b>-</b> 10.3%    |  |
| 53027 | \$266,000 | <b>1</b> + 19.3%   | 97.8%   | <b>J</b> - 0.7%            | 59      | <b>↑</b> + 1.1%   | 91      | <b>-</b> 12.5%    |  |
| 53033 | \$338,050 | <b>-</b> 5.5%      | 94.6%   | <b>J</b> - 3.8%            | 62      | <b>1</b> + 18.2%  | 22      | <b>1</b> + 69.2%  |  |
| 53037 | \$225,000 | <b>1</b> + 5.9%    | 98.3%   | <b>-</b> 1.4%              | 53      | <b>1</b> + 35.7%  | 57      | - 5.0%            |  |
| 53040 | \$221,450 | <b>+</b> 23.7%     | 98.8%   | <b>1</b> + 0.9%            | 42      | <b>-</b> 14.4%    | 28      | <b>+</b> 3.7%     |  |
| 53076 | \$370,250 | <b>+</b> 2.8%      | 97.8%   | ↑ + 4.1%                   | 24      | <b>-</b> 14.4%    | 18      | <b>1</b> + 100.0% |  |
| 53086 | \$269,000 | <b>1</b> + 12.1%   | 97.4%   | <b>J</b> - 0.7%            | 30      | <b>-</b> 39.4%    | 45      | <b>1</b> + 28.6%  |  |
| 53090 | \$202,000 | <b>1</b> + 13.6%   | 97.8%   | <b>1.1%</b> + 1.1%         | 47      | <b>1</b> + 15.2%  | 115     | <b>1</b> + 12.7%  |  |
| 53095 | \$237,950 | <b>+</b> 30.0%     | 97.6%   | <b>-</b> 0.0%              | 59      | <b>1</b> + 15.5%  | 112     | <b>4</b> - 21.7%  |  |

Q2-2018

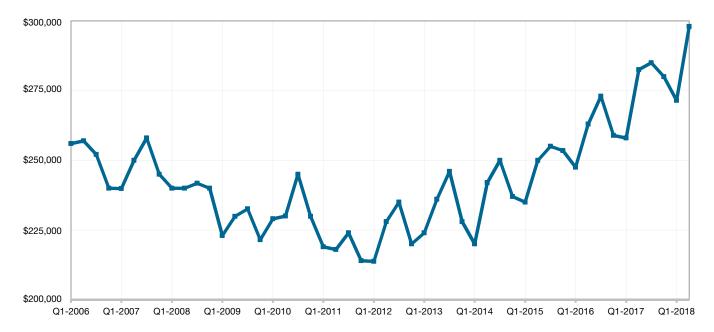


### **Waukesha County**

| <b>Key Metrics</b>         | Q2-2018   | 1-Yr Chg |
|----------------------------|-----------|----------|
|                            |           |          |
| Median Sales Price         | \$298,000 | + 5.5%   |
| Average Sales Price        | \$339,720 | + 2.4%   |
| Pct. of Orig. Price Rec'd. | 99.0%     | + 1.1%   |
| Homes for Sale             | 1,655     | + 14.0%  |
| Closed Sales               | 1,753     | - 8.0%   |
| Months Supply              | 3.8       | + 31.6%  |
| Days on Market             | 39        | - 21.3%  |



#### **Historical Median Sales Price for Waukesha County**



Q2-2018



### **Waukesha ZIP Codes**

|       | Median Sa | iles Price       | Pct. of Orig | Pct. of Orig. Price Rec'd. |         | on Market         | Close   | ed Sales          |
|-------|-----------|------------------|--------------|----------------------------|---------|-------------------|---------|-------------------|
|       | Q2-2018   | 1-Yr Chg         | Q2-2018      | 1-Yr Chg                   | Q2-2018 | 1-Yr Chg          | Q2-2018 | 1-Yr Chg          |
| 53005 | \$299,750 | <b>-</b> 0.1%    | 98.6%        | <b>-</b> 0.1%              | 23      | <b>-</b> 9.3%     | 78      | - 6.0%            |
| 53007 | \$120,000 | <b>-</b> 7.0%    | 91.3%        | <b>4</b> - 8.3%            | 33      | <b>-</b> 70.0%    | 2       | <b>-</b> 50.0%    |
| 53017 | \$279,900 | <b>4</b> - 16.4% | 97.2%        | <b>-</b> 0.8%              | 44      | <b>1</b> + 56.1%  | 23      | <b>1</b> + 155.6% |
| 53018 | \$431,260 | <b>1.7%</b>      | 98.7%        | <b>1</b> + 2.2%            | 59      | <b>-</b> 20.1%    | 45      | <b>1</b> + 12.5%  |
| 53029 | \$365,000 | <b>-</b> 9.1%    | 97.8%        | <b>1.6%</b>                | 40      | <b>J</b> - 30.0%  | 82      | <b>1.2%</b>       |
| 53045 | \$352,750 | <b>+</b> 9.6%    | 97.2%        | <b>J</b> - 0.5%            | 50      | - 6.1%            | 112     | <b>1</b> + 5.7%   |
| 53046 | \$309,000 | <b>+</b> 86.7%   | 101.1%       | <b>1</b> + 11.6%           | 67      | <b>J</b> - 57.4%  | 5       | <b>1</b> + 66.7%  |
| 53051 | \$295,000 | <b>1</b> + 16.9% | 99.6%        | <b>1</b> + 2.0%            | 39      | - 3.8%            | 189     | <b>1</b> + 9.9%   |
| 53056 | \$192,500 |                  | 101.4%       |                            | 3       |                   | 1       |                   |
| 53058 | \$420,000 | <b>1</b> + 18.6% | 98.3%        | <b>1</b> + 2.7%            | 47      | <b>J</b> - 31.4%  | 22      | <b>1</b> + 10.0%  |
| 53066 | \$330,000 | <b>1</b> + 7.5%  | 98.7%        | <b>1</b> + 2.7%            | 54      | <b>J</b> - 25.2%  | 186     | <b>1</b> + 9.4%   |
| 53069 | \$345,000 | <b>-</b> 28.1%   | 96.8%        | <b>J</b> - 1.9%            | 67      | <b>1</b> + 304.3% | 7       | <b>-</b> 12.5%    |
| 53072 | \$311,000 | <b>1</b> + 19.0% | 99.0%        | <b>1.2%</b>                | 47      | <b>1</b> + 16.1%  | 151     | <b>1</b> + 34.8%  |
| 53089 | \$349,486 | <b>1</b> + 10.9% | 99.2%        | <b>1</b> + 0.4%            | 31      | - 9.3%            | 62      | <b>1</b> + 29.2%  |
| 53103 | \$228,200 | <b>-</b> 11.9%   | 97.9%        | <b>-</b> 0.2%              | 30      | <b>48.3%</b>      | 9       | <b>-</b> 30.8%    |
| 53118 | \$349,500 | <b>+</b> 0.4%    | 97.4%        | <b>-</b> 2.4%              | 53      | <b>1</b> + 13.4%  | 25      | <b>-</b> 3.8%     |
| 53119 | \$322,450 | <b>1</b> + 15.6% | 98.9%        | <b>1</b> + 3.6%            | 54      | <b>J</b> - 25.3%  | 26      | <b>+</b> 30.0%    |
| 53122 | \$390,000 | <b>4</b> - 17.9% | 98.5%        | <b>-</b> 0.5%              | 28      | <b>1</b> + 55.4%  | 29      | + 11.5%           |
| 53127 | \$269,825 |                  | 96.3%        |                            | 7       |                   | 2       |                   |
| 53146 | \$270,000 | <b>1</b> + 7.8%  | 98.3%        | <b>-</b> 0.7%              | 31      | <b>-</b> 21.3%    | 29      | <b>1</b> + 31.8%  |
| 53149 | \$315,000 | <b>18.9%</b>     | 98.7%        | <b>1</b> + 0.5%            | 45      | <b>-</b> 16.2%    | 86      | <b>1</b> + 21.1%  |
| 53150 | \$315,000 | <b>+</b> 8.6%    | 98.9%        | <b>1</b> + 0.3%            | 36      | - 3.5%            | 78      | <b>1.3%</b>       |
| 53151 | \$271,300 | <b>1</b> + 14.2% | 99.9%        | <b>-</b> 0.2%              | 21      | <b>-</b> 12.5%    | 135     | <b>1</b> + 46.7%  |
| 53153 | \$286,700 | <b>4</b> - 1.1%  | 99.2%        | <b>-</b> 0.1%              | 45      | <b>1</b> + 10.8%  | 12      | + 33.3%           |
| 53183 | \$316,250 | <b>+</b> 7.2%    | 99.2%        | <b>↑</b> + 1.2%            | 26      | <b>4</b> - 43.3%  | 14      | <b>-</b> 17.6%    |
| 53186 | \$195,000 | <b>+</b> 0.3%    | 99.9%        | <b>1</b> + 2.3%            | 22      | - 43.6%           | 104     | <b>-</b> 12.6%    |
| 53188 | \$227,900 | - 0.3%           | 99.9%        | <b>↑</b> + 1.4%            | 32      | <b>J</b> - 23.5%  | 167     | <b>1</b> + 7.7%   |
| 53189 | \$297,500 | <b>-</b> 0.5%    | 99.7%        | <b>1.4%</b>                | 32      | - 4.8%            | 106     | <b>-</b> 6.2%     |