

Local Market Update for September 2018

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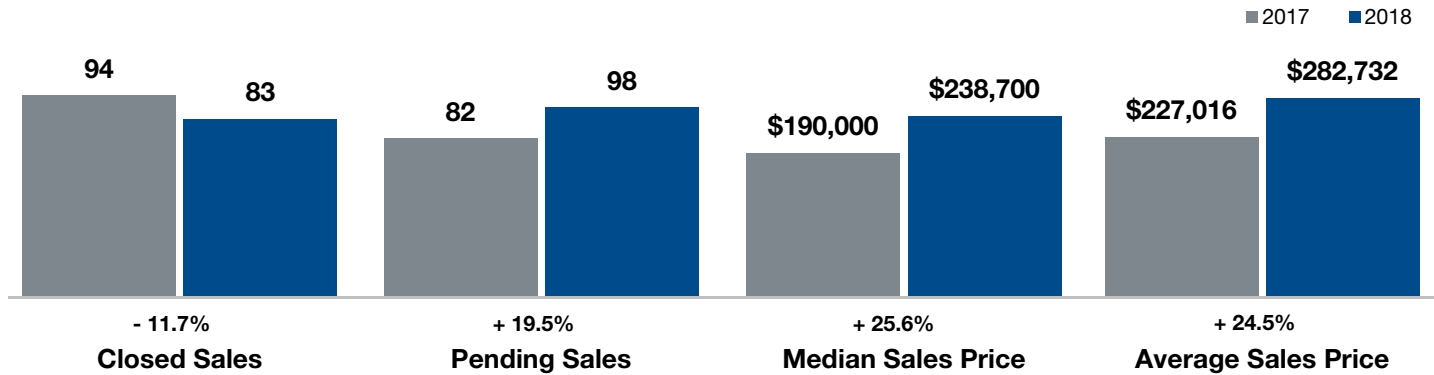


Brown County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	124	131	+ 5.6%	432	394	- 8.8%
Closed Sales	94	83	- 11.7%	308	299	- 2.9%
Median Sales Price	\$190,000	\$238,700	+ 25.6%	\$185,000	\$210,750	+ 13.9%
Percent of Original List Price Received*	92.4%	92.7%	+ 0.3%	91.7%	92.7%	+ 1.1%

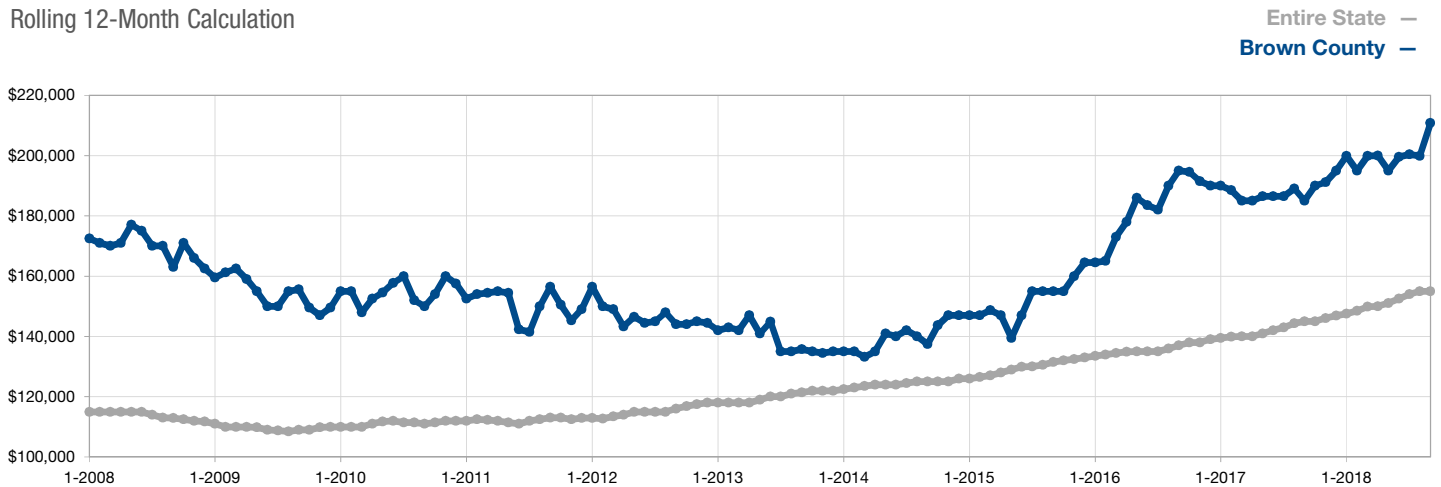
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July through September



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.