

NORTH WISCONSIN

↑ **8.30%**
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017
\$149,404.47

2018
\$161,808.64

Ashland, Barron, Bayfield, Burnett, Douglas, Florence, Forest, Iron, Langlade, Lincoln, Oneida, Polk, Price, Rusk Sawyer, Taylor, Vilas and Washburn counties

Average days on market for Q1:

203.70 195.80



2017 2018

Average days on market for Q1 percent change:

↓ **3.88%**

Units sold in Q1:

2,776 2,774

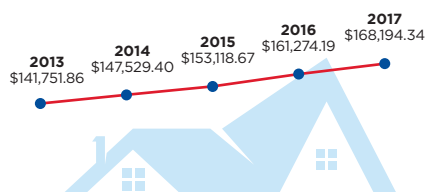


2017 2018

Units sold in Q1 percent change:

↓ **0.07%**

**AVERAGE RESIDENTIAL
SALE PRICE 2013-2017**



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**SECONDARY AND
VACATION HOME SELLERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**BUYERS'
MARKET**

Average time sellers of homes under \$300,000 accepted an offer:

1 MONTH OR LONGER

**RECOMMENDED RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Clean, decluttered home

**"MUST HAVE" AMENITIES
FOR BUYERS:**

- Lake homes with level frontage and sandy shorelines

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

**2018 MARKET
TRENDS REPORT**

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