

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**

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



**SECONDARY AND
VACATION HOME SELLERS**

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**

RE/MAX