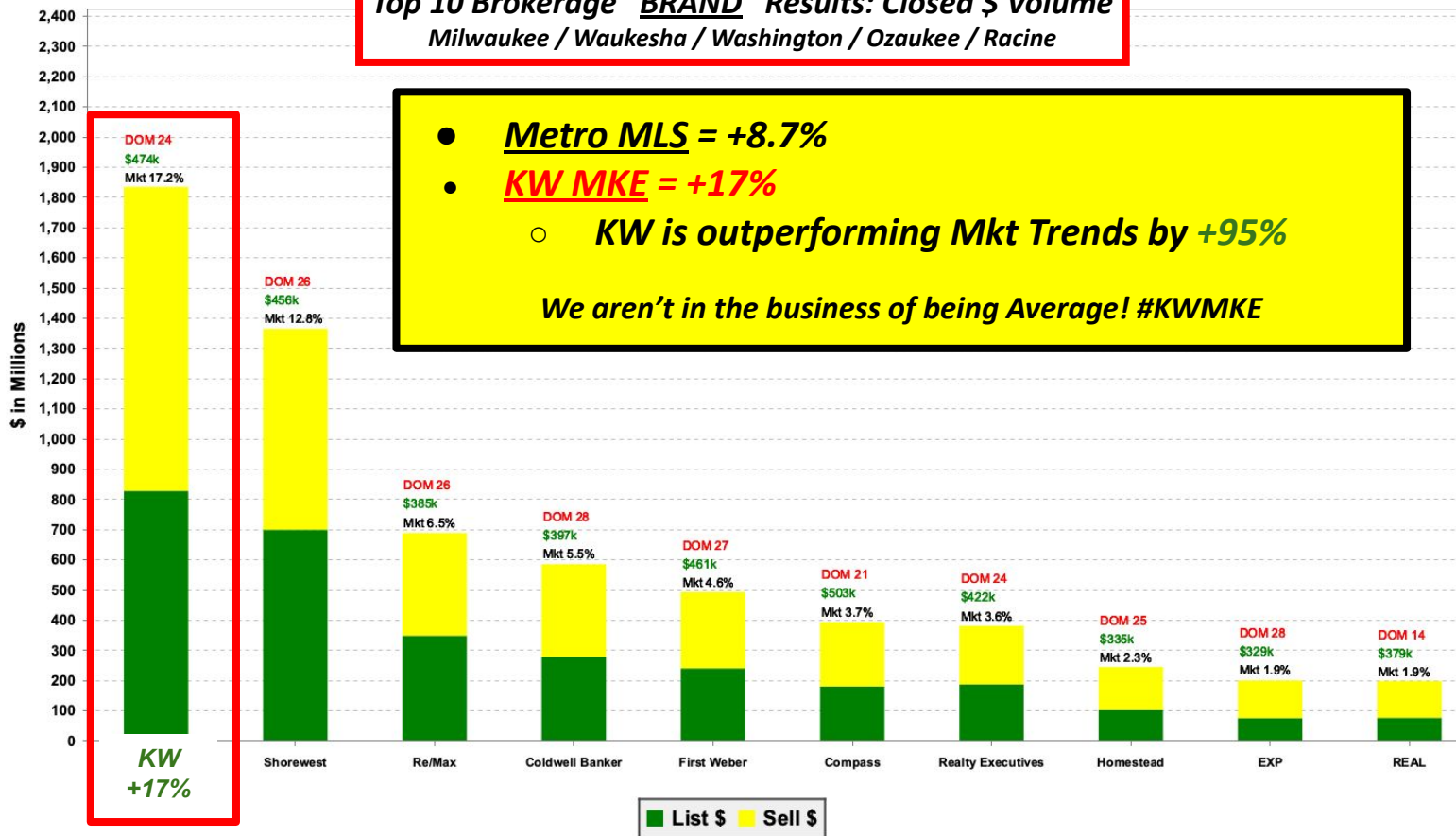




“What’s
Winning”

	<u>April & May (24)</u> 795 A/O Avg \$ = \$407k	<u>March 25</u> 298 A/O Avg \$ = \$419k	<u>April 25</u> 248 A/O Avg \$ = \$409k	<u>March & April 2026</u> 101 A/O Avg \$ = \$463k	<u>May 2026</u> 235 A/O Avg \$ = \$452k	<u>June 2026</u> 152 A/O Avg \$ = \$450k	<u>July 2026</u> 132 A/O Avg \$ = \$435k
LP/AO Avg. Ratio	102.3%	103%	102%	103%	103.2%	102.4%	101.3%
Earnest Money	1.9% \$7,700	1.7% \$7,500	1.6% \$7,000	1.5% \$7,600	1.8% \$7,800	1.7% \$7,800	1.5% \$7,000
Inspection Contingency	44% - YES 56% - NO	54% - YES 46% - NO	48% - YES 52% - NO	44% - YES 56% - NO	40% - YES 60% - NO	49% - YES 51% - NO	64% - YES 36% - NO
Inspection Threshold						48% of Inspections \$9,000	45% of Inspections \$7,000
Cash Offers vs Financed	28% - Cash 72% - Financed	21% - Cash 79% - Financed	21% - Cash 79% - Financed	25% - Cash 75% - Financed	28% - Cash 72% - Financed	31% - Cash 69% - Financed	30% - Cash 70% - Financed
Avg. Down Payment of Financed Deals	17.6%	17%	18%	15%	16.5%	16.5%	14%
Co-Broke Compensation			2.35%	2.32%	2.35%	2.33%	2.36%

2026 Top 10 Brokerage “BRAND” Results: Closed \$ Volume Milwaukee / Waukesha / Washington / Ozaukee / Racine



2026

Top 10 Brokerage "BRAND: Luxury Division (\$1.0mm+)
Milwaukee / Waukesha / Washington / Ozaukee / Racine

