

2021 ANNUAL REPORT | BIENNIAL PUBLICATION

CORCORAN VIEW

+PLUS
Staging
Section!



**GREATER MILWAUKEE
SUBURBAN MARKET REVIEW**
FROM THE DESK OF KATIE CORCORAN

BAYSIDE | BAY VIEW | BROWN DEER | CEDARBURG | FOX POINT | GLENDALE
FRANKLIN | MEQUON/THIENSVILLE | SHOREWOOD | WAUWATOSA | WHITEFISH BAY



CORCORAN
REALTY & CO.

A NOTE FROM KATIE CORCORAN

Hi There,

Heading into my 17th year in the industry, I can share that 2021 was the craziest and most unpredictable market I've experienced. Buyers were met with unprecedented competition and low inventory. All the while, owners were selling their homes for much more than expected. And agents, well, we are surviving with just a few battle wounds.

In the latest Corcoran View, our biannual residential real estate report, you'll find 2020 and 2021 quarterly data related to single-family home sales, as well as average home sale prices since 2017 for 12 popular Milwaukee area municipalities. If you don't see your neighborhood, reach out and we can provide you with that data.

When you decide to buy or sell, the data presented in this report can be useful to determine your home's value, based upon current market data and trends, dependent on the quarter.* To obtain the most accurate value of your home, we always recommend an in-home consultation.

Heading into 2022, we have seen a drop of inventory which is pushing prices even higher in this first quarter and causing even more fierce competition.

If you'd like to discuss the market, let's connect! We're always happy to talk to both buyers & sellers about the current market, from our view.

Also in this edition, we've included a special staging section to showcase another element of our Dedication to The Art & Science of Real Estate.

Sincerely,



Broker Owner, Corcoran Realty & Co.

Over 140 transactions closed ('20-'21)

Top 10 in the North Shore

#16 Agent in Wisconsin - Real Trends 2020



*Closed home data represents market activity from about 30-60 days prior. Meaning a closing in April is the result of activity in February or March. All statistics are gathered from Multiple Listing Service (MLS) as of the date of this report, January 21, 2022. All information is accurate to our knowledge. Home sales that were not recorded in the local MLS are not represented within this report.

WHO WE ARE



At Corcoran Realty & Co. we take an "Earned not Given" approach with years of experience, strategy & expertise. We marry the art & science of real estate into each transaction, providing best in class service with superb real estate aptitude and skilled home styling (plus a dash of fun), to deliver results to our clients. Our agents complete an apprenticeship prior to taking on clients, so there is no such thing as a new agent here. In fact, each of our team members boast years of experience in their field. From home staging and styling and marketing to contract writing, negotiations and beyond, when a client chooses us, they can be certain that **WE'VE GOT THIS.**

**WE EMPOWER OUR CLIENTS TO FULLY UNLOCK THE POTENTIAL OF A HOME,
WHETHER THEY ARE BUYING, SELLING OR DWELLING.**

Sellers

Your goals are our goals! Home staging, beautiful photography and exceptional marketing are always included when you list with us. And while our imagery is literally scroll-stopping, it is our keen negotiation skills, industry knowledge, relationships and home anatomy expertise that gets our clients to the closing table AND BEYOND.

Buyers

From your initial home buyer discovery session, to the 1 day or months it might take to find the one, we'll be by your side. And while we spend a lot of time touring and pointing out a home's potential and potential pitfalls, once we make an offer, it is our keen negotiation skills, industry knowledge, relationships and home anatomy expertise that will get you to the closing table AND BEYOND.

AND BEYOND...

Our services extend beyond the dotted line when we essentially become our clients homeowners manual, providing home styling tips & tricks and seasonal maintenance check-lists. We also provide access to a fully vetted list of Business Buddies to assist in all of your ownership maintenance and improvements wants and needs.

BAYSIDE



410 W. Manor Circle

Represented Buyer. Sold in the \$360s

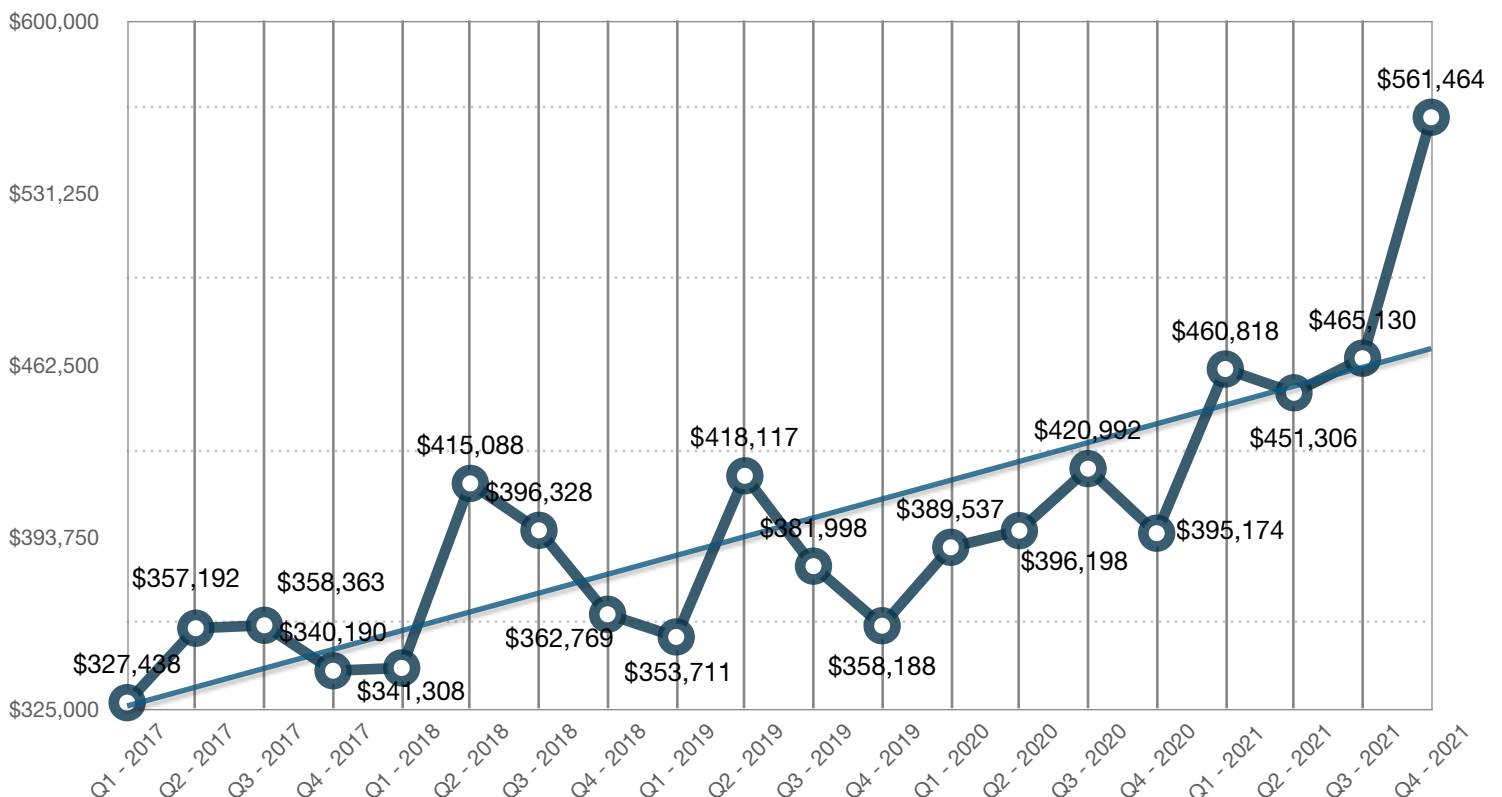
ABOUT THE COMMUNITY:

Bayside is the northernmost municipality in the County of Milwaukee. In fact, a portion of the village of Bayside actually stretches in to Ozaukee County. Rich in nature and the outdoors, places like Doctor's Park and the Schlitz Audubon Nature Center are great spots for a North Shore adventurer. The village is a total of 2.4 square miles and has 1,831 single family homes.

CURRENT MARKET STATISTICS:

As of January 21, 2022 there were 9 homes for sale in Bayside. This number includes 7 under contract and 0 in delayed status. Delayed status is defined as homes about to "go live" on the market.

◆ Average Sale Price



BAYSIDE



Corcoran Realty was an absolutely amazing company to work with. Katie and her team were extremely knowledgeable and their expertise in the housing market far surpassed my expectations. Every time I called or text, I had an immediate answer. They work hard and efficiently to make sure both the buying and selling process were made seamlessly easy all while getting their customers the best deals possible. They fight for their home owners and treat everyone like family. I would hands down recommend them to anyone looking for a great realty experience.

THE JONES'
recent buyers & sellers

2021

Bayside	Q1	Q2	Q3	Q4	2021 YTD
# of homes sold	11	18	33	27	89
total volume in \$	\$5,069,000	\$8,123,500	\$15,349,300	\$15,159,532	\$43,701,332
average sale price	\$460,818	\$451,306	\$465,130	\$561,464	\$491,026
lowest sale price	\$268,000	\$261,500	\$229,900	\$170,000	\$170,000
highest sale price	\$715,000	\$809,000	\$820,000	\$2,250,000	\$2,250,000
average \$/sq foot	\$167	\$174	\$183	\$202	\$186
average days on market	31	35	12	38	26

2020

Bayside	Q1	Q2	Q3	Q4	2020 YTD
# of homes sold	19	20	26	26	91
total volume in \$	\$7,401,200	\$7,923,950	\$10,945,800	\$10,274,511	\$36,545,461
average sale price	\$389,537	\$396,198	\$420,992	\$395,174	\$401,598
lowest sale price	\$247,500	\$265,000	\$205,500	\$208,000	\$205,500
highest sale price	\$605,000	\$560,000	\$925,000	\$615,000	\$925,000
average \$/sq foot	\$147	\$139	\$164	\$162	\$153
average days on market	43	39	79	48	54

BAY VIEW

ABOUT THE COMMUNITY:

South of downtown and next to Lake Michigan, this vibrant neighborhood is known for a tight-knit community rich in celebrating anything Milwaukee. The shops, bars & restaurants on KK attract people from all over the city. South Shore Park is known for its biergarten, Farmer's Market and stunning views of the Lake & downtown. It was the very first suburb of Milwaukee in 1879, but later annexed to the city of Milwaukee. Stats are from Bay St. to Howard.

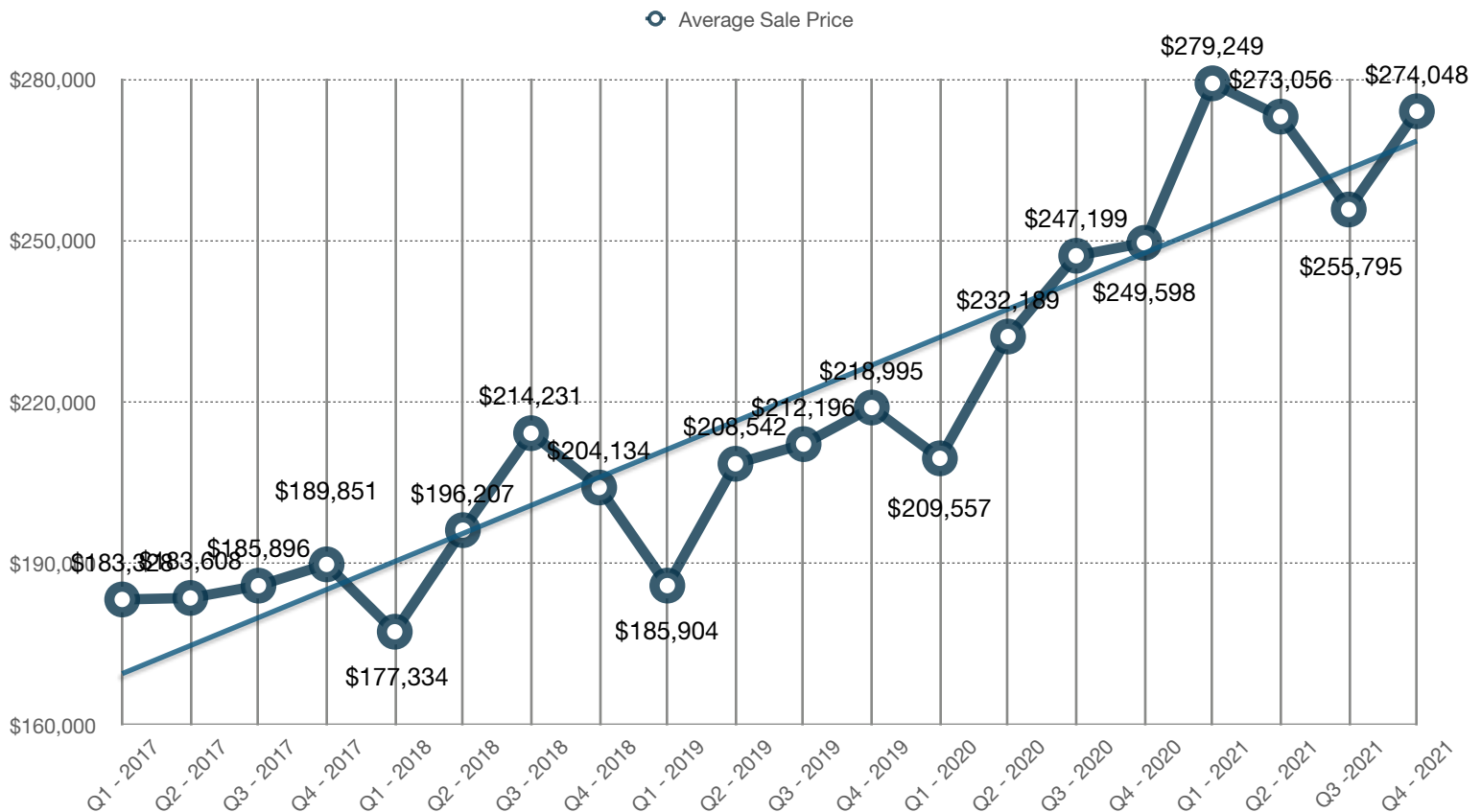


826 East Wilbur Ave.

Sold in the \$320s

CURRENT MARKET STATISTICS:

As of February 9, 2022, there were 34 homes for sale in Bay View. This number includes 24 under contract and 1 in delayed status. Delayed status is defined as homes about to "go live" on the market.



BAY VIEW

YEAR VS. YEAR BY QUARTER

2021

Bay View	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	59	87	107	98	351
total volume in \$	\$16,475,692	\$23,755,866	\$27,370,104	\$26,856,700	\$94,458,362
average sale price	\$279,249	\$273,056	\$255,795	\$274,048	\$269,112
lowest sale price	\$120,000	\$125,000	\$110,000	\$110,000	\$110,000
highest sale price	\$1,630,000	\$665,000	\$575,000	\$525,000	\$1,630,000
average \$/sq foot	\$181	\$203	\$190	\$196	\$190
average days on market	23	14	13	20	17

2020

Bay View	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	64	70	91	95	320
total volume in \$	\$13,411,651	\$16,253,205	\$22,495,077	\$23,711,849	\$75,871,782
average sale price	\$209,557	\$232,189	\$247,199	\$249,598	\$237,099
lowest sale price	\$88,000	\$75,000	\$125,000	\$86,000	\$75,000
highest sale price	\$432,000	\$525,000	\$515,000	\$600,000	\$600,000
average \$/sq foot	\$159	\$169	\$179	\$167	\$169
average days on market	32	19	17	19	21

BROWN DEER



9135 N. 51st St.

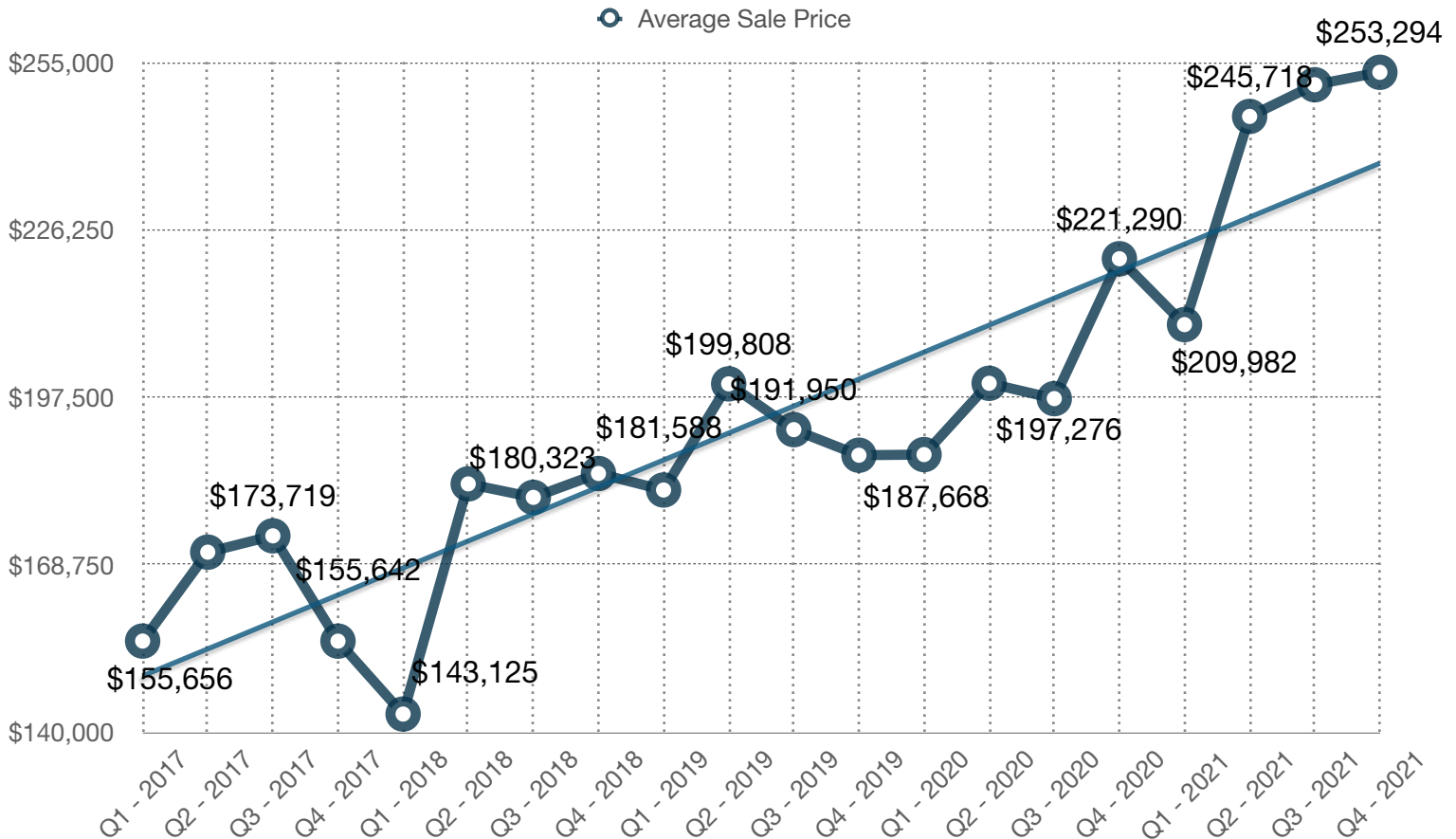
Sold in the \$300s

ABOUT THE COMMUNITY:

Brown Deer is a suburb of Milwaukee with a population of 11,965. It's in Milwaukee County and is a great, affordable North Shore option neighboring the shops and restaurants of Mequon and Thiensville. Living in Brown Deer offers residents an urban suburban mix feel, many parks and above average schools according to [Niche.com](https://www.niche.com).

CURRENT MARKET STATISTICS:

As of January 21, 2022 there were 20 homes for sale in Brown Deer. This number includes 16 under contract and 3 in delayed status. Delayed status is defined as homes about to "go live" on the market.



BROWN DEER

YEAR VS. YEAR BY QUARTER

2021

Brown Deer	Q1	Q2	Q3	Q4	2021 YTD
# of homes sold	38	39	51	51	179
total volume in \$	\$7,979,300	\$9,582,999	\$12,809,077	\$12,918,012	\$43,289,388
average sale price	\$209,982	\$245,718	\$251,158	\$253,294	\$241,840
lowest sale price	\$107,000	\$136,000	\$130,000	\$140,000	\$107,000
highest sale price	\$305,000	\$357,000	\$355,000	\$349,900	\$357,000
average \$/sq foot	\$135	\$145	\$147	\$140	\$142
average days on market	17	10	11	17	14

2020

Brown Deer	Q1	Q2	Q3	Q4	2020 YTD
# of homes sold	37	47	48	43	175
total volume in \$	\$6,943,700	\$9,395,625	\$9,469,236	\$9,515,477	\$35,324,038
average sale price	\$187,668	\$199,907	\$197,276	\$221,290	\$201,852
lowest sale price	\$122,000	\$100,000	\$90,000	\$110,000	\$90,000
highest sale price	\$260,000	\$349,400	\$344,500	\$425,000	\$425,000
average \$/sq foot	\$122	\$122	\$124	\$131	\$125
average days on market	41	35	18	15	27

CEDARBURG

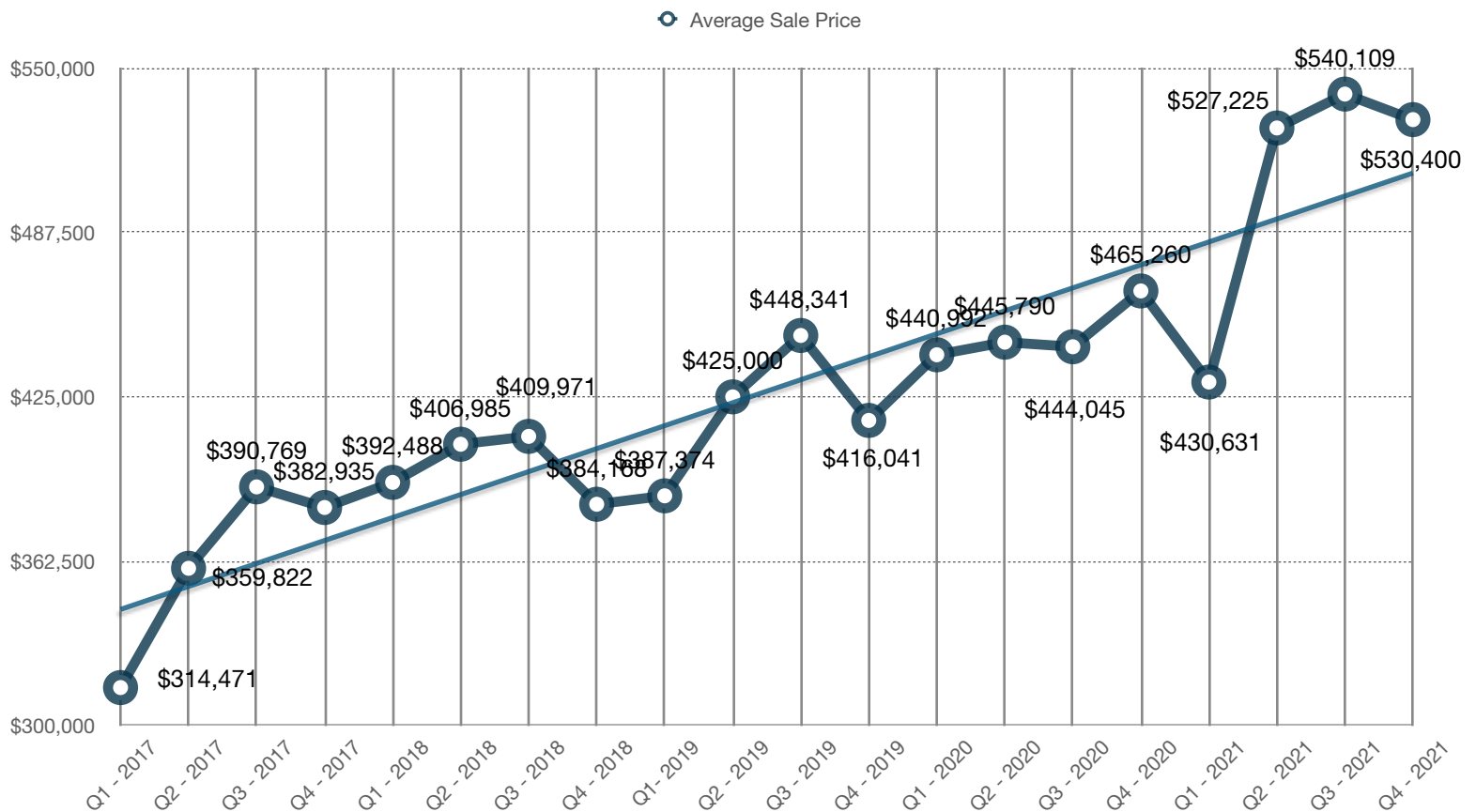


ABOUT THE COMMUNITY:

Built along Cedar Creek, this charming town has a small town Wisconsin feel, but still close enough to the city (just 20 miles north of downtown Milwaukee). Known for its quaint village lined with inns, cafes and a unique mix of shops, it often attracts tourists and urban city dwellers looking for a hometown vibe. No matter what time of year the village is booming with festivals, this community always has something to offer.

CURRENT MARKET STATISTICS:

As of January 21, 2022, there were 14 homes for sale in Cedarburg. This number includes 9 under contract and 1 in delayed status. Delayed status is defined as homes about to “go live” on the market.



CEDARBURG

YEAR VS. YEAR BY QUARTER

2021

Cedarburg	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	26	68	73	136	303
total volume in \$	\$11,196,399	\$35,851,285	\$39,427,951	\$32,706,443	\$119,182,078
average sale price	\$430,631	\$527,225	\$540,109	\$530,400	\$393,340
lowest sale price	\$220,000	\$175,000	\$258,000	\$210,000	\$175,000
highest sale price	\$825,000	\$1,126,000	\$1,257,000	\$1,425,000	\$1,425,000
average \$/sq foot	\$196	\$211	\$218	\$216	\$212
average days on market	28	12	18	19	18

2020

Cedarburg	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	32	55	80	52	229
total volume in \$	\$18,236,678	\$24,072,656	\$35,523,631	\$24,193,497	\$102,651,462
average sale price	\$444,797	\$445,790	\$444,045	\$465,260	\$448,260
lowest sale price	\$184,000	\$249,000	\$227,900	\$146,000	\$146,000
highest sale price	\$865,000	\$925,000	\$852,500	\$1,001,903	\$1,001,903
average \$/sq foot	\$182	\$181	\$178	\$170	\$178
average days on market	43	41	32	38	37

FOX POINT



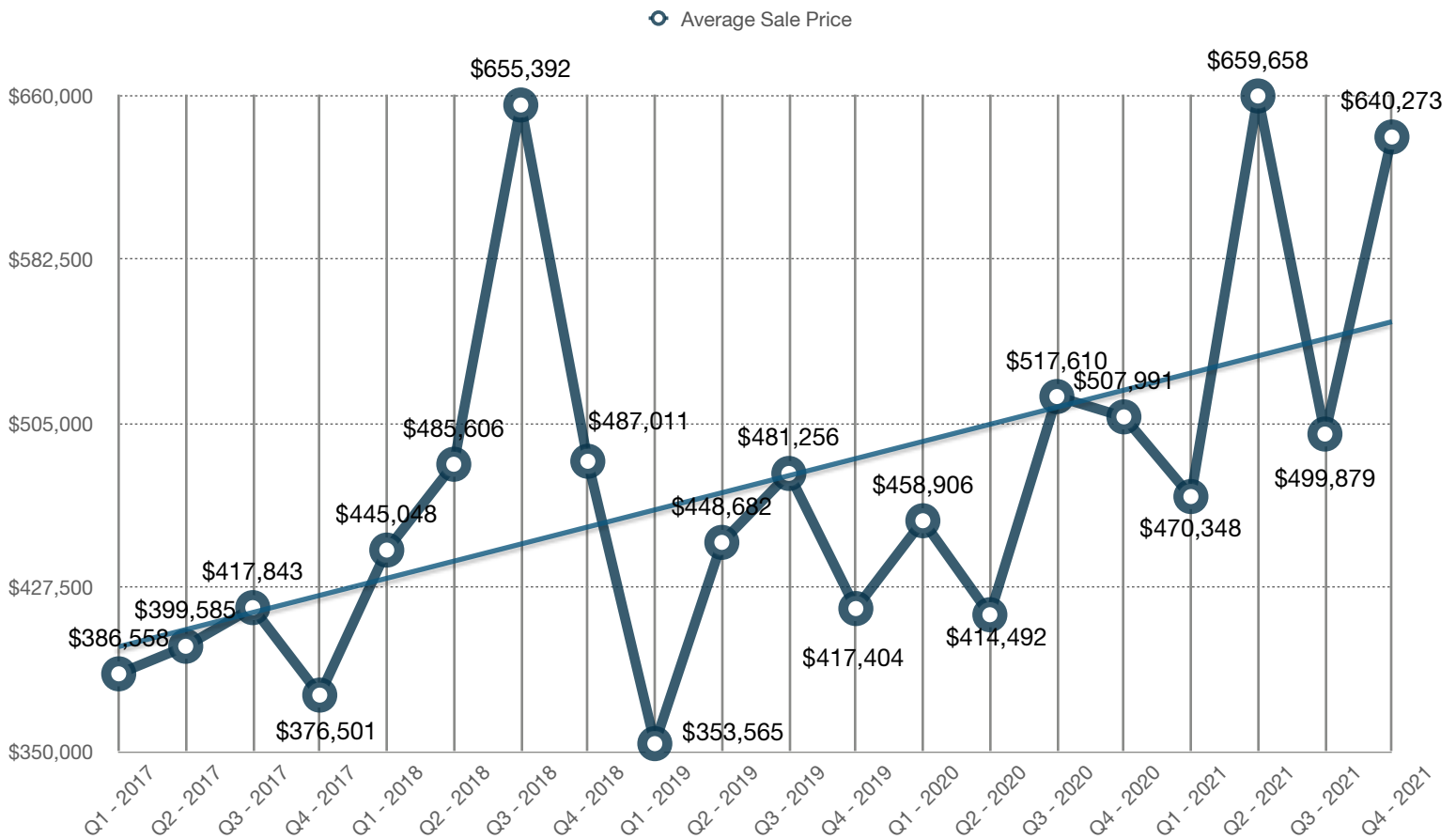
315 E. Daphne Rd.
Sold in the \$690s

ABOUT THE COMMUNITY:

Fox Point is nearly 3 square miles nestled in the middle of the North Shore villages with approximately 2400 single family homes. A lively farmer's market in the summer and fall, charming skating rink during the winter and popular community pool in the summer make Fox Point a great place all year long.

CURRENT MARKET STATISTICS:

As of January 21, 2022 there were 17 homes for sale in Fox Point. This number includes 10 under contract and 3 in delayed status. Delayed status is defined as homes about to "go live" on the market.



YEAR VS. YEAR BY QUARTER

2021

Fox Point	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	27	46	38	26	137
total volume in \$	\$12,699,400	\$30,344,249	\$18,995,420	\$16,647,100	\$78,686,169
average sale price	\$470,348	\$659,658	\$499,879	\$640,273	\$574,352
lowest sale price	\$203,000	\$264,900	\$255,000	\$250,000	\$203,000
highest sale price	\$1,075,000	\$3,388,457	\$960,000	\$2,550,000	\$3,388,457
average \$/sq foot	\$180	\$232	\$197	\$226	\$211
average days on market	44	11	12	14	18

2020

Fox Point	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	17	39	54	33	143
total volume in \$	\$7,801,410	\$16,165,174	\$27,250,950	\$16,763,693	\$68,681,227
average sale price	\$458,906	\$414,492	\$517,610	\$507,991	\$480,288
lowest sale price	\$219,000	\$200,000	\$230,000	\$180,000	\$180,000
highest sale price	\$1,525,000	\$970,000	\$2,050,000	\$3,294,788	\$3,294,788
average \$/sq foot	\$174	\$175	\$191	\$180	\$182
average days on market	31	27	29	28	28

FRANKLIN



4118 W. Southwood Dr.

Represented Buyer. Sold in the \$480s

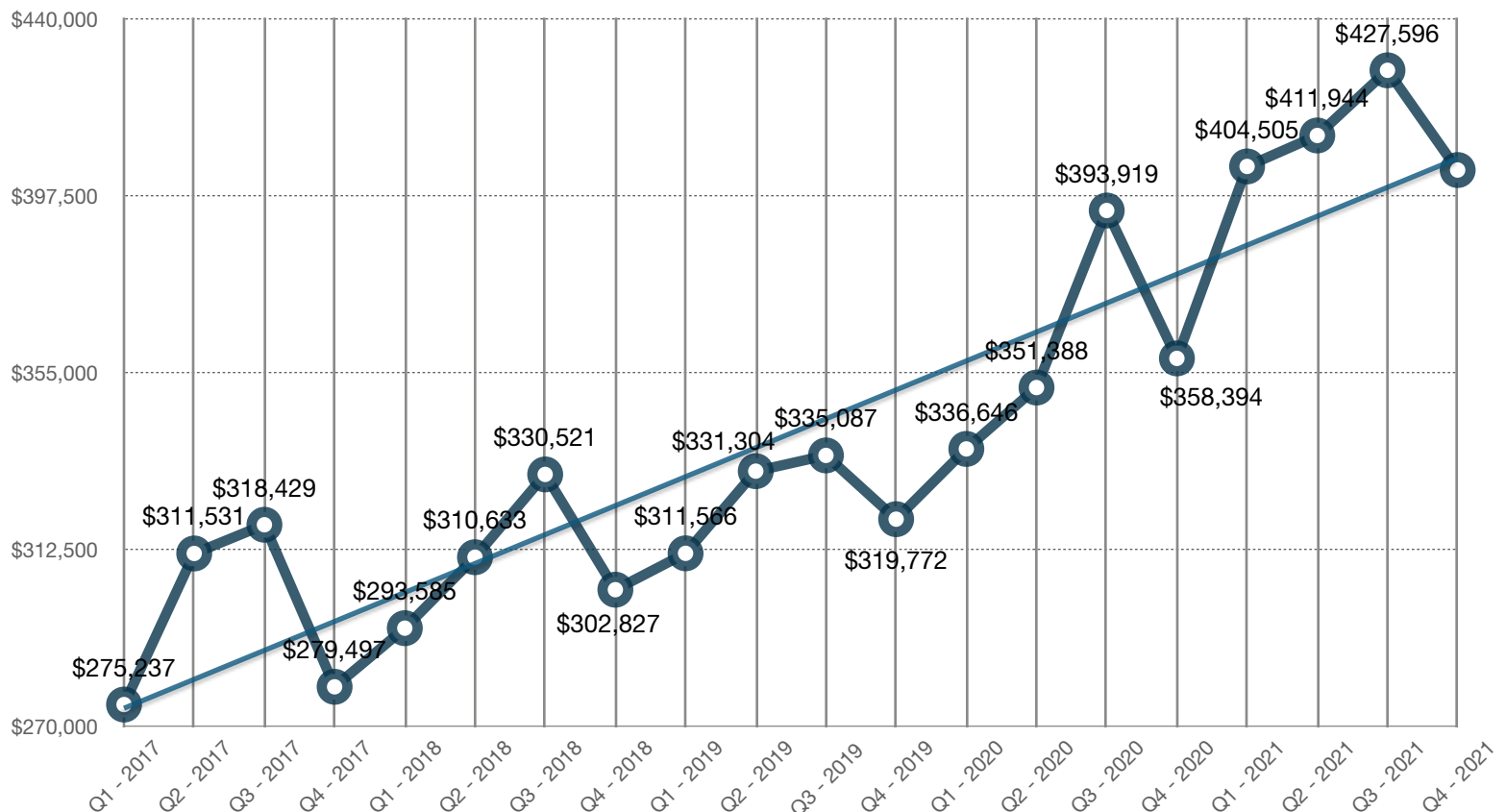
ABOUT THE COMMUNITY:

Franklin is located in the southwest quadrant of Milwaukee County. It offers homes with larger lots, and typically newer construction homes (spanning from the 1970s to today). It is 34.69 square miles with 8,562 single family homes and is divided by the Root River. The town was named after one of the Founding Fathers, Benjamin Franklin, and was organized as a township in 1841.

CURRENT MARKET STATISTICS:

As of January 21, 2022, there are currently 26 homes for sale in Franklin. This number includes 20 under contract and 3 in delayed status. Delayed status is defined as homes about to “go live” on the market.

◆ Average Sale Price



FRANKLIN

YEAR VS. YEAR BY QUARTER

2021

Franklin	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	72	109	116	81	378
total volume in \$	\$29,124,356	\$44,901,881	\$49,601,193	\$32,694,762	\$156,322,192
average sale price	\$404,505	\$411,944	\$427,596	\$403,639	\$413,551
lowest sale price	\$95,000	\$170,000	\$162,800	\$115,000	\$95,000
highest sale price	\$1,000,000	\$1,025,000	\$919,000	\$1,295,000	\$1,295,000
average \$/sq foot	\$182	\$191	\$180	\$182	\$184
average days on market	27	18	19	18	20

2020

Franklin	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	60	84	130	114	388
total volume in \$	\$20,198,756	\$29,165,220	\$51,209,502	\$40,856,926	\$141,655,404
average sale price	\$336,646	\$351,388	\$393,919	\$358,394	\$365,091
lowest sale price	\$185,500	\$195,000	\$159,900	\$130,000	\$130,000
highest sale price	\$890,692	\$977,000	\$940,000	\$979,000	\$979,000
average \$/sq foot	\$158	\$163	\$168	\$165	\$165
average days on market	35	18	24	26	25

GLENDALE



6830 N. Neil Pl.

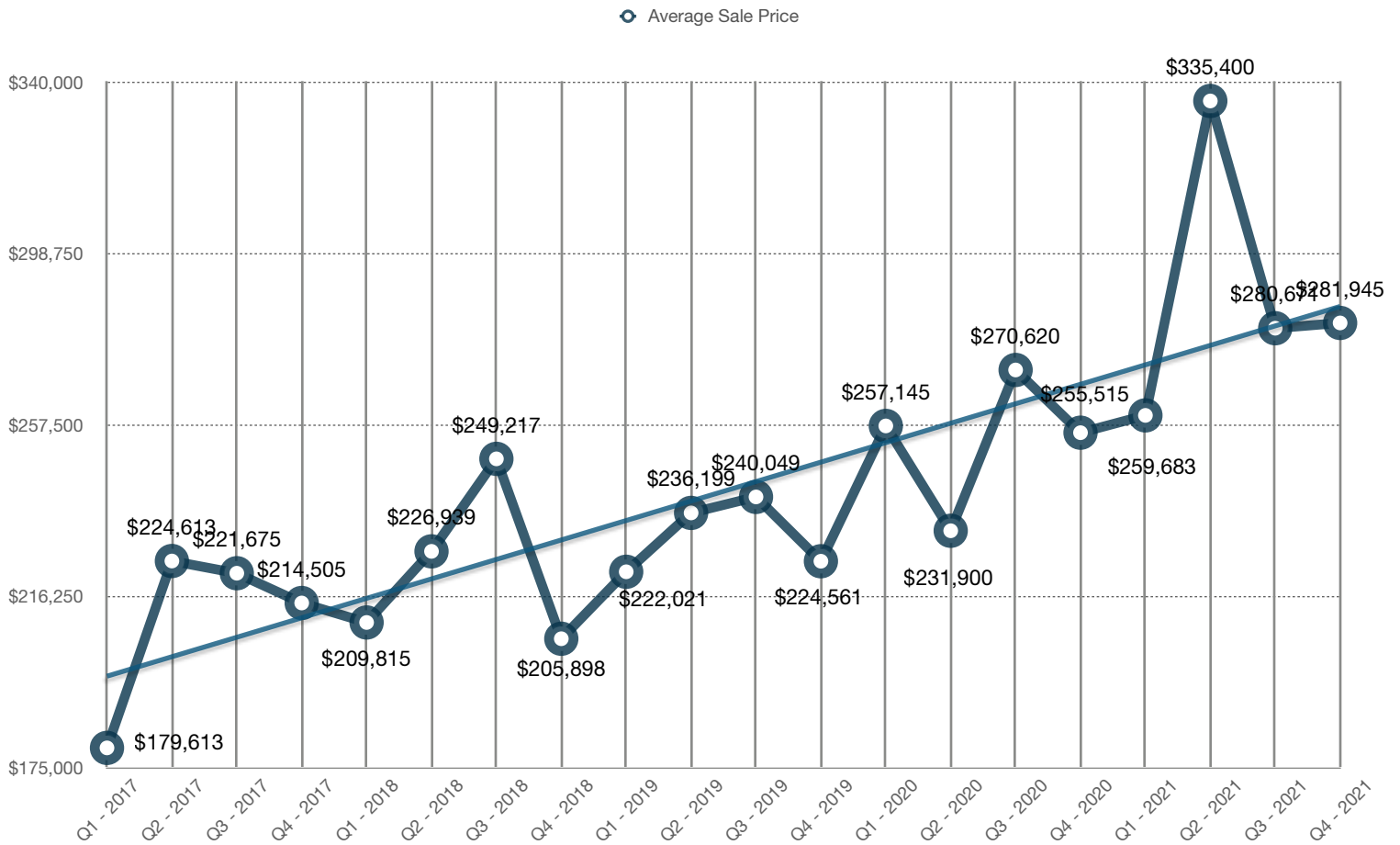
Sold in the \$350s

ABOUT THE COMMUNITY:

The city of Glendale has a broad reach, with nearly 6 square miles, following the Milwaukee River and bordering nearly every municipality in the North Shore. For this reason Glendale is one of the most versatile municipalities in all of the North Shore; each mini-neighborhood is unique. It has 3,885 single family homes.

CURRENT MARKET STATISTICS:

As of January 21, 2022, there are currently 12 homes for sale in Glendale. This number includes 7 under contract and 0 in delayed status. Delayed status is defined as homes about to “go live” on the market.



GLENDALE

YEAR VS. YEAR BY QUARTER

2021

Glendale	Q1	Q2	Q3	Q4	YTD - 2-21
# of homes sold	35	47	66	59	207
total volume in \$	\$9,088,897	\$15,765,700	\$18,524,300	\$16,634,776	\$60,013,673
average sale price	\$259,683	\$335,440	\$280,671	\$281,945	\$289,921
lowest sale price	\$85,500	\$173,000	\$139,900	\$78,000	\$78,000
highest sale price	\$550,000	\$555,000	\$515,000	\$529,900	\$555,000
average \$/sq foot	\$147	\$165	\$161	\$164	\$160
average days on market	27	22	11	16	18

2020

Glendale	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	32	63	67	63	225
total volume in \$	\$8,228,650	\$14,235,228	\$18,131,542	\$16,097,454	\$57,040,399
average sale price	\$257,145	\$231,900	\$270,620	\$255,515	\$253,513
lowest sale price	\$25,000	\$53,000	\$132,500	\$136,000	\$25,000
highest sale price	\$425,000	\$396,000	\$436,000	\$457,000	\$457,000
average \$/sq foot	\$135	\$131	\$142	\$149	\$140
average days on market	43	32	27	21	29

MEQUON/THIENSVILLE



1837 West Glen Oaks Ln.

Sold in the \$420s

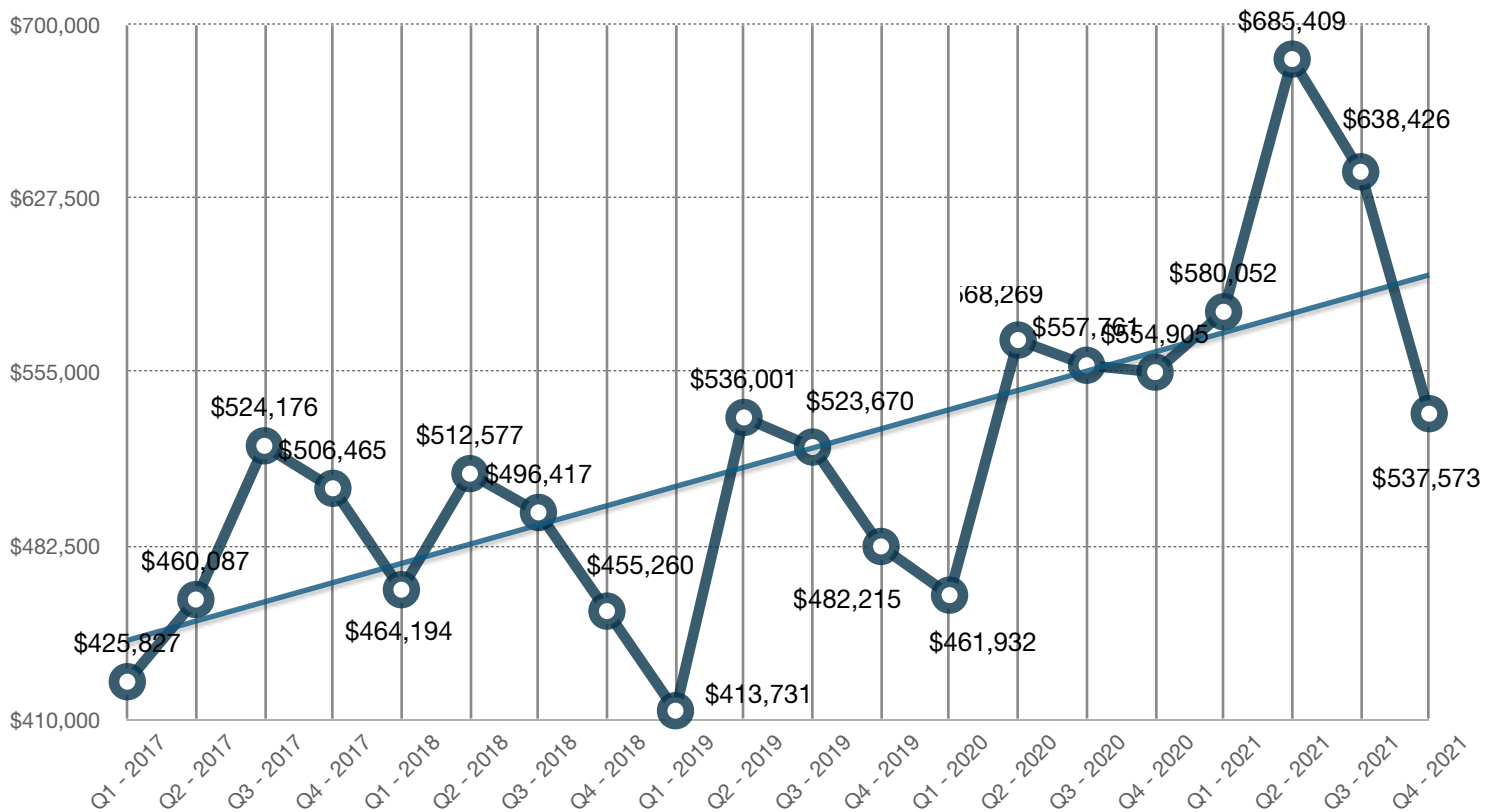
ABOUT THE COMMUNITY:

Found just north of Milwaukee county, Mequon/Thiensville offers a “North Shore village” feel but boasts more space and Ozaukee County taxes. Mequon/Thiensville spans nearly 50 square miles.

CURRENT MARKET STATISTICS

As of January 21, 2022 there were 45 homes for sale in Mequon/Thiensville. This number includes 28 under contract and 2 in delayed status. Delayed status is defined as homes about to “go live” on the market.

◆ Average Sale Price



MEQUON/THIENSVILLE

YEAR VS. YEAR BY QUARTER

2021

Mequon/Thiensville	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	82	107	117	94	400
total volume in \$	\$47,564,286	\$73,338,771	\$74,695,866	\$50,531,834	\$246,130,757
average sale price	\$580,052	\$685,409	\$638,426	\$537,573	\$615,327
lowest sale price	\$115,000	\$210,000	\$243,000	\$184,789	\$115,000
highest sale price	\$1,920,000	\$3,025,000	\$1,700,000	\$1,275,000	\$3,025,000
average \$/sq foot	\$194	\$188	\$198	\$200	\$195
average days on market	53	35	20	25	32

2020

Mequon/Thiensville	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	74	75	131	95	375
total volume in \$	\$34,182,948	\$42,620,154	\$73,066,647	\$52,715,942	\$202,586,592
average sale price	\$461,932	\$568,269	\$557,761	\$554,905	\$540,231
lowest sale price	\$161,000	\$240,000	\$170,000	\$130,000	\$130,000
highest sale price	\$1,100,000	\$1,670,000	\$2,150,000	\$1,950,000	\$2,150,000
average \$/sq foot	\$170	\$162	\$176	\$181	\$173
average days on market	61	64	46	32	49

SHOREWOOD



2706 E. Beverly Rd.

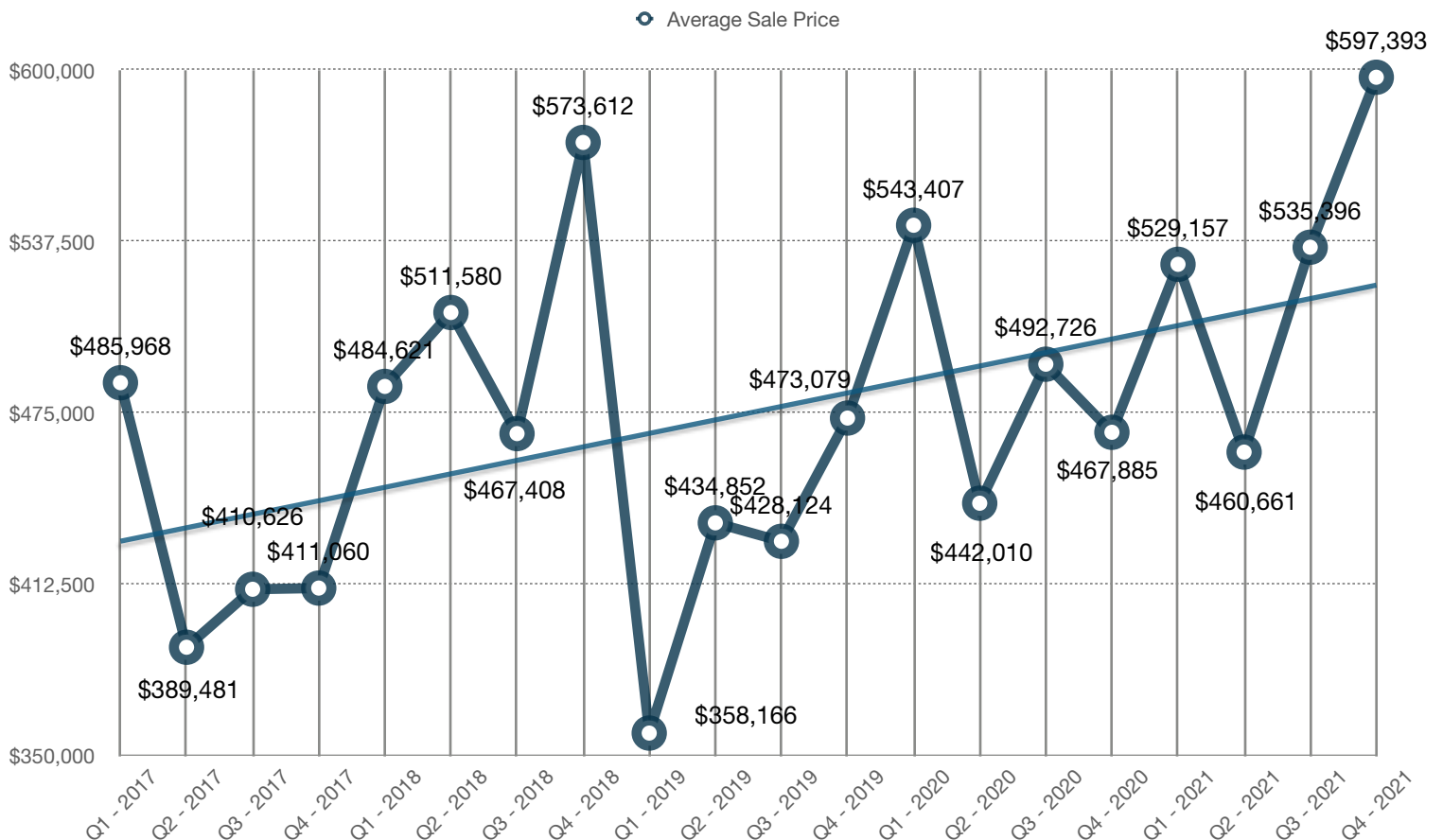
Sold \$1,085,000

ABOUT THE COMMUNITY:

Shorewood is the first North Shore suburb north of the city, and therefore has a more urban feel than other villages in the North Shore. The sought after school district, progressive business district and close proximity to the lake and downtown are some of the reasons people love this village. Shorewood is a total of 1.5 square miles and has 2,422 single family homes.

CURRENT MARKET STATISTICS:

As of January 21, 2022, there were 12 homes for sale in Shorewood. This number includes 8 under contract and in 1 delayed status. Delayed status is defined as homes about to “go live” on the market.



SHOREWOOD



Katie and her team were phenomenal from start to finish. This was our first home-buying experience, and they took the time to educate us on the process and were incredibly responsive any time we had questions. When we wanted to see a house, they made sure to get us in that same day, which was critical given the market. Ultimately, they were the reason we ended up in a house that we love and our proud to call our own. We couldn't recommend them strongly enough!!

THE PECK'S
recent buyers

2021

Shorewood	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	22	28	35	38	123
total volume in \$	\$11,641,450	\$12,898,521	\$18,738,847	\$22,700,945	\$65,979,763
average sale price	\$529,157	\$460,661	\$535,396	\$597,393	\$536,421
lowest sale price	\$296,000	\$218,000	\$232,600	\$235,000	\$218,000
highest sale price	\$1,175,000	\$1,079,000	\$2,400,000	\$3,594,225	\$3,594,225
average \$/sq foot	\$215	\$229	\$239	\$223	\$230
average days on market	24	9	12	18	16

2020

Shorewood	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	28	39	46	22	135
total volume in \$	\$15,215,400	\$17,238,375	\$22,665,390	\$10,293,475	\$65,412,640
average sale price	\$543,407	\$442,010	\$492,726	\$467,885	\$484,538
lowest sale price	\$205,000	\$220,000	\$270,000	\$250,000	\$205,000
highest sale price	\$2,150,000	\$750,000	\$1,700,000	\$1,600,000	\$2,150,000
average \$/sq foot	\$222	\$204	\$213	\$205	\$211
average days on market	31	31	15	19	24

WAUWATOSA



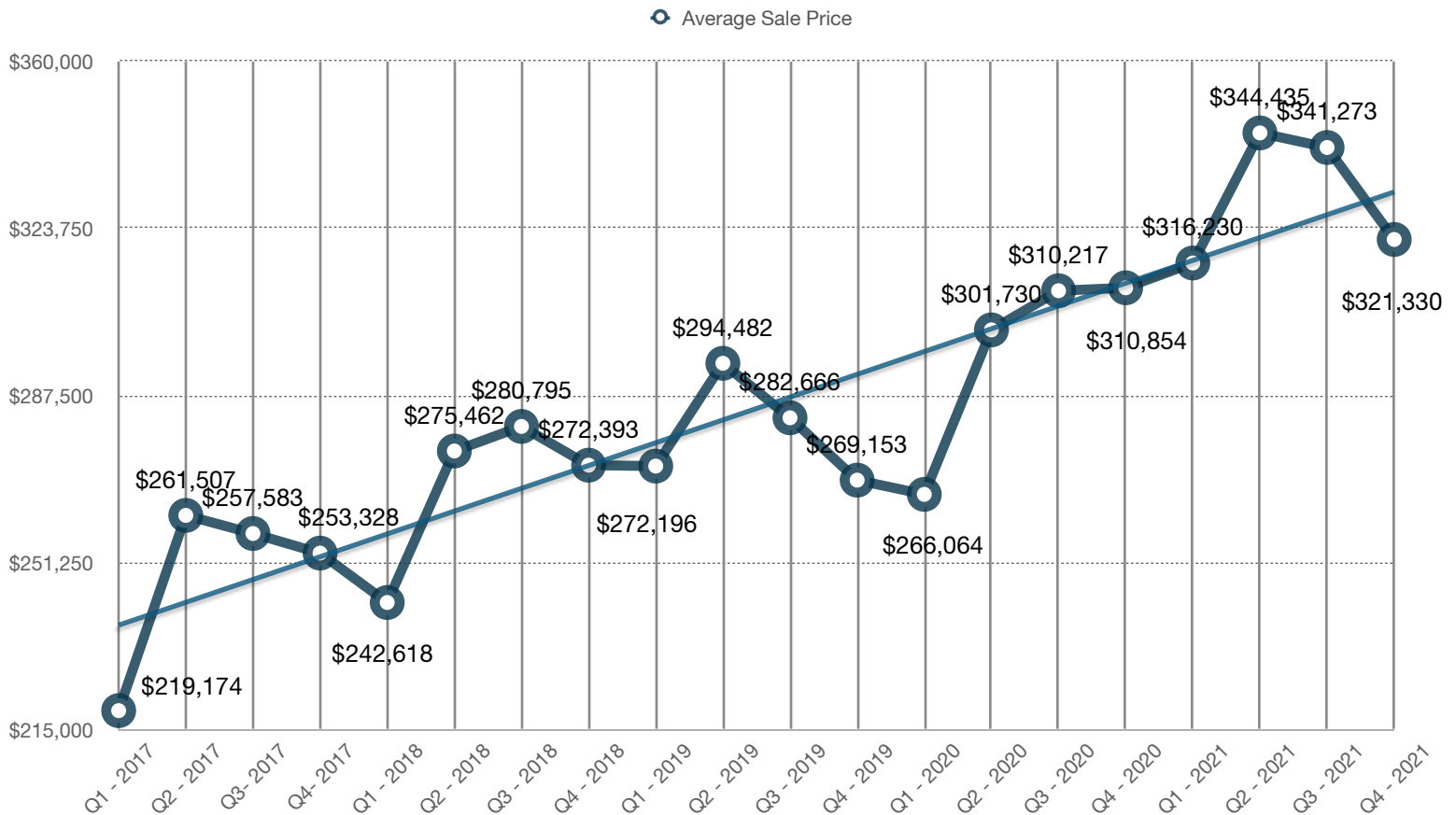
2649 N. 75th St.
Sold in the \$260s

ABOUT THE COMMUNITY:

Wauwatosa spans 13.25 miles and in 2020 boasts a population of 48,387 and approximately 13,542 single family homes. Some single family homes in Tosa offer large lots (out West) while homes closer to the village have a more urban feel. The village is typically bustling with business people and visitors. Many liken the village of Tosa to Whitefish Bay & Shorewood due to its' urban/suburban feel.

CURRENT MARKET STATISTICS:

As of January 21, 2022, there are currently 68 homes for sale in Wauwatosa. This number includes 51 under contract and 7 in delayed status. Delayed status is defined as homes about to "go live" on the market.



CORCORAN
REALTY & CO.

WAUWATOSA

YEAR VS. YEAR BY QUARTER

2021

Wauwatosa	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	121	182	222	222	747
total volume in \$	\$38,263,852	\$62,687,124	\$75,762,666	\$71,335,371	\$248,049,013
average sale price	\$316,230	\$344,435	\$341,273	\$321,330	\$332,060
lowest sale price	\$128,000	\$106,500	\$132,500	\$95,000	\$95,000
highest sale price	\$815,000	\$803,000	\$930,000	\$975,000	\$975,000
average \$/sq foot	\$176	\$193	\$184	\$182	\$185
average days on market	17	11	12	20	15

2020

Wauwatosa	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	128	176	239	201	744
total volume in \$	\$33,790,186	\$52,802,690	\$74,141,842	\$62,481,735	\$223,936,453
average sale price	\$266,064	\$301,730	\$310,217	\$310,854	\$300,990
lowest sale price	\$109,000	\$41,250	\$147,000	\$120,000	\$41,250
highest sale price	\$575,000	\$850,000	\$800,000	\$831,000	\$850,000
average \$/sq foot	\$154	\$169	\$175	\$168	\$167
average days on market	39	23	13	14	20

WHITEFISH BAY



4779 N. Newhall St.

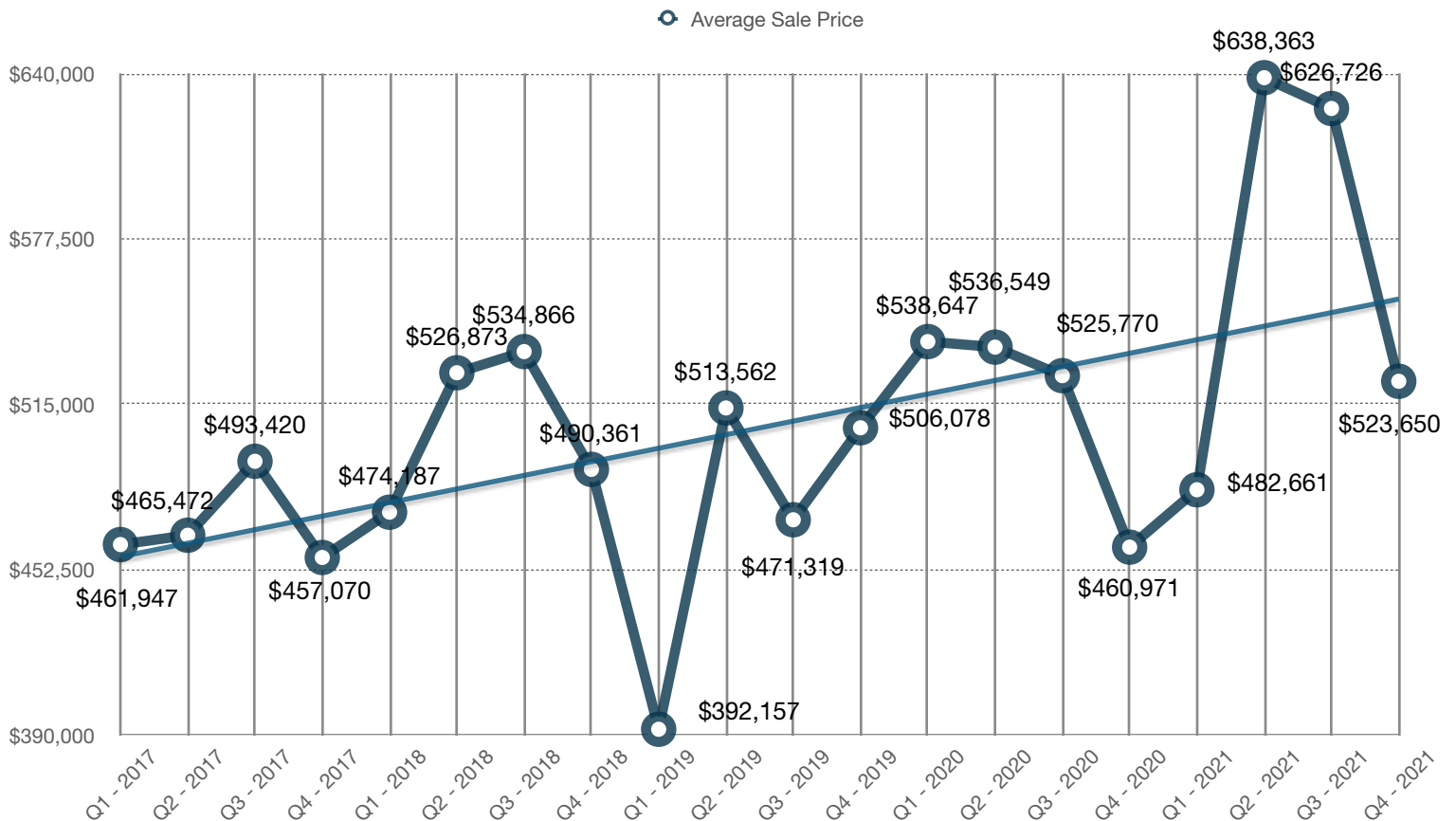
Sold in the \$580s

ABOUT THE COMMUNITY:

Regardless of overall market trends in the city of Milwaukee, Whitefish Bay has historically held a higher demand than perhaps any other suburb. The sought after school district, small town feel and close proximity to the lake and downtown are a few of the reasons this village remains in such high demand. The village is ranked 21 on Business Insiders Top 50 Suburbs in 2015. Whitefish Bay is just over 2 square miles and has over 4800 single family homes.

CURRENT MARKET STATISTICS:

As of January 21, 2022, there are currently 20 homes for sale in Whitefish Bay, this number includes 13 under contract and 5 in delayed status. Delayed status is defined as homes about to “go live” on the market.



WHITEFISH BAY



"Katie and her team are truly exceptional - so great at what they do and a joy to work with. It took us awhile to find the right next home for us and Katie was patient and perceptive throughout the process. When it was time to sell our home, the staging was exceptional and the process fast. They were with us for the highs and the occasional bumps in the road. They're simply the best. Thanks Corcoran Realty!"

THE MADLOM'S
recent buyers & sellers

YEAR VS. YEAR BY QUARTER

2021

Whitefish Bay	Q1	Q2	Q3	Q4	YTD - 2021
# of homes sold	55	76	87	58	276
total volume in \$	\$26,546,330	\$48,515,578	\$54,525,129	\$30,371,678	\$159,958,715
average sale price	\$482,661	\$638,363	\$626,726	\$523,650	\$579,561
lowest sale price	\$215,250	\$235,000	\$210,000	\$260,000	\$210,000
highest sale price	\$2,500,000	\$2,750,000	\$1,495,000	\$1,376,000	\$2,750,000
average \$/sq foot	\$233	\$254	\$258	\$233	\$247
average days on market	13	13	11	12	12

2020

Whitefish Bay	Q1	Q2	Q3	Q4	YTD - 2020
# of homes sold	49	80	95	66	290
total volume in \$	\$26,393,709	\$42,667,400	\$49,948,186	\$30,424,064	\$149,433,359
average sale price	\$538,647	\$533,342	\$525,770	\$460,971	\$515,287
lowest sale price	\$212,000	\$243,500	\$200,000	\$161,000	\$161,000
highest sale price	\$1,350,000	\$1,850,000	\$1,420,000	\$2,586,000	\$2,586,000
average \$/sq foot	\$224	\$217	\$222	\$217	\$220
average days on market	25	26	14	16	20

Staging That Pops!

The process of home editing, staging and professional photography has become an essential element to the successful marketing of your home.

 **STYLE
SPACE**
A CORCORAN REALTY CO.

95%

of Buyers start their search for a home online and will gravitate towards the homes that shine!





BEFORE...



AFTER!



BEFORE...



AFTER!



BEFORE...



AFTER!

78%
of Staged homes
SELL FASTER

Did you know **Staging is INCLUDED at no cost** when you list with Corcoran Realty & Co.?!



Our listing package also includes an **on-trend light fixture** (as needed) and a **Listing Survival Kit**, filled with the essentials and showing tips to keep your house shining while it's on the market.

You can find more transformational before and afters on our website!
www.CorcoranRealtyCo.com.

The Art & Science of Residential Real Estate.

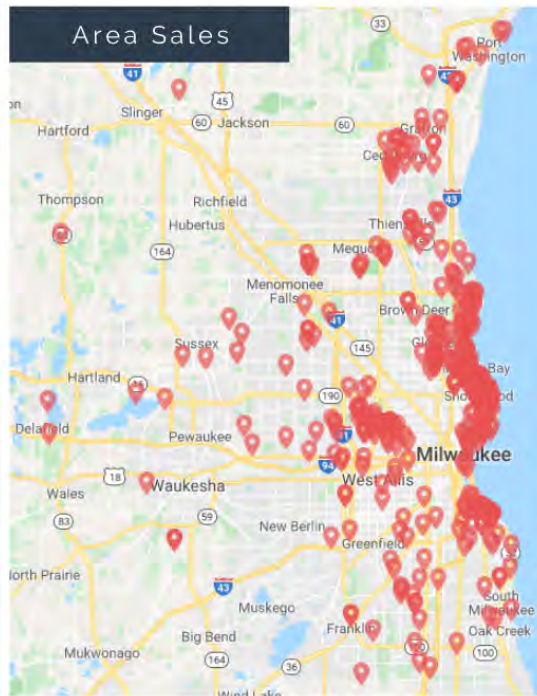
Some think in numbers & analytics, some in form and function. At Corcoran Realty & Co., we speak both languages. **And the work works.**

\$277+
million
SALES CLOSED

OVER
750+
CAREER CLOSED
TRANSACTIONS

2021 MILWAUKEE NORTH SHORE
Top 10 Brokerage
VOLUMES & SIDES

7
Average Days
on Market



- **One of MKE's Favorite Local Indie Brokerages in 2021** with over \$65. million in sales volume in the last 2 years.
- **Our agents have over \$277 Million** in Career Transactions and **over 35 years combined experience.**
- **SEVEN (7) Avg. Days on Market** (MLS 1/1/2021 - 12/31/2021)
- **86 Seller side transactions** (MLS 1/1/2020 - 1/20/2022)
- **87 Buyer side transactions** (MLS 1/1/2020 - 1/20/2022)
- **Broker Owner, Katie Corcoran is a Top 10 North Shore Agent 2019, 2020 & 2021** - volume & sides
- **2018, 2019, 2020 Real Trends America's Best Professionals List.**
- **Katie Corcoran was the North Shore's #1 Individual Agent in 2021.**

We hear it often... "When's the best time to start the process?"

BUYING?

START WITH A BUYER CONSULTATION. If you are planning on buying a home in the **next 12 months**, it would be advantageous to meet virtually or in person, sooner than later. We will talk about your wants & needs, the ins-and-outs of Buyer Agency, discuss the current market & strategize a timeframe for your move.

SELLING?

BEGIN WITH A HOME MARKET & STAGING ANALYSIS. If you have a home to sell, the **time to call is yesterday!** Whether you're a year or a month away from a move, let's schedule a time to meet in the home. We will talk about the process of getting your home on the market, current trends in your neighborhood & the best time to list.

READY TO CONNECT?

Call or text (414) 214-0335 or email us at Hello@CorcoranRealtyCo.com.