

CORCORAN VIEW



GREATER MILWAUKEE SUBURBAN MARKET REVIEW

FROM THE DESK OF KATIE CORCORAN

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



A NOTE FROM KATIE CORCORAN

Hi There,

While heading into my 16th year of real estate, I have to say that this past spring was the craziest, and most unpredictable market we've seen in Milwaukee. Buyers were met with unprecedented competition and a drought of inventory making it extraordinarily difficult to nab a house on their first attempt. Meanwhile, many Sellers sold their homes for more than they had even imagined possible.

The data provided is helpful to predict what to expect when you decide to buy or sell, depending on the quarter and current market.

Since June (when we started to "open up" more), we have seen the number of homes on the market increase, which is driving the absorption rate up for our market.

When you are reading through this, please remember that closed home data represents market activity from about 30-60 days prior. This means 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, August 16, 2021. All information is accurate to our knowledge. Home sales that were not recorded in the local MLS are not represented within this report.

If you'd like to discuss the current market, let's chat!

I am always willing to inform potential buyers & sellers how the current market is, from my view.

Wishing you prosperity in real estate,

Katie Corcoran

Broker Owner
Over \$30 million closed in 2020
Top 10 Agent in the North Shore
#3 in Wisconsin - Real Trends Agent Owned Brokerage 2019



WHO WE ARE



Hi There! **We're the team at Corcoran Realty & Co., Milwaukee's top local, indie real estate brokerage & home staging company.** That's what we do, but who are we? Innovators. We are innovators leading the change in how real estate is done in Metro Milwaukee and the surrounding communities. **We strive to provide best in class service from highly experienced, proven, Brokers with superb real estate aptitude...while pairing it with style and a fun (yet professional) time.** 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/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

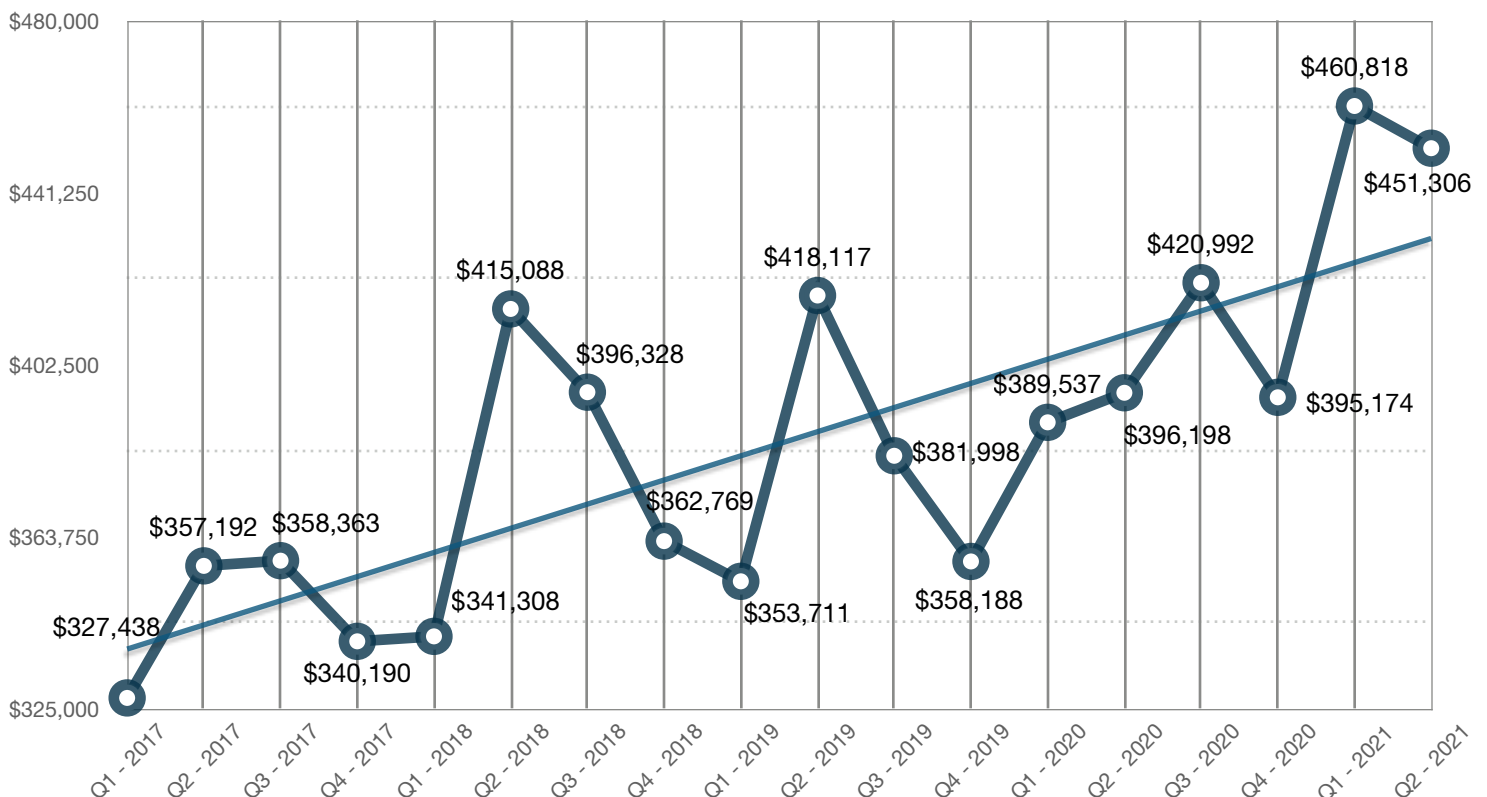
ABOUT THE COMMUNITY:

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 1,839 single family homes.

CURRENT MARKET STATISTICS:

As of August 18th, 2021 there were 23 homes for sale in Bayside. This number includes 18 under contract and 2 in delayed status. Delayed status is defined as homes about to "go live" on the market.

◆ Average Sale Price



BAYSIDE

YEAR VS. YEAR BY QUARTER

“

This team is one of a kind. Personal dedication, seamless process no matter what.

”



2021

Bayside	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	11	18	29
total volume in \$	\$5,069,000	\$8,123,500	\$13,192,500
average sale price	\$460,818	\$451,306	\$454,914
lowest sale price	\$268,000	\$261,500	\$261,500
highest sale price	\$715,000	\$809,000	\$809,000
average \$/sq foot	\$167	\$174	\$173
average days on market	31	35	32

2020

Bayside	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	19	20	39
total volume in \$	\$7,401,200	\$7,923,950	\$15,325,150
average sale price	\$389,537	\$396,198	\$392,953
lowest sale price	\$247,500	\$265,000	\$247,500
highest sale price	\$605,000	\$560,000	\$605,000
average \$/sq foot	\$147	\$139	\$143
average days on market	43	39	41

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.

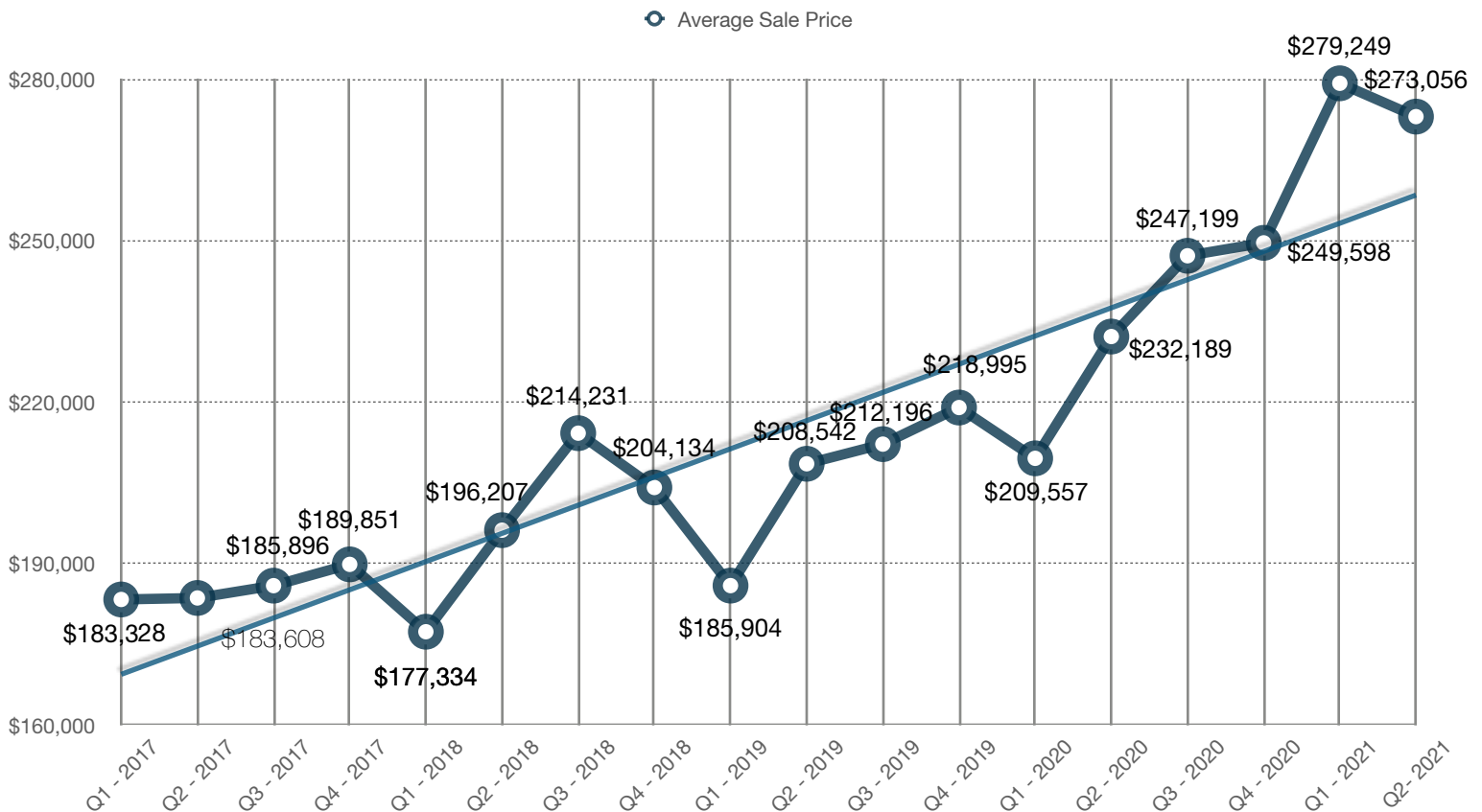


2948 S. Delaware Ave.

Sold in the \$360s

CURRENT MARKET STATISTICS:

As of August 18, 2021, there were 71 homes for sale in Bay View. This number includes 42 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	Q1 & Q2 - 2021
# of homes sold	59	87	146
total volume in \$	\$16,475,692	\$23,755,866	\$40,231,558
average sale price	\$279,249	\$273,056	\$275,559
lowest sale price	\$120,000	\$125,000	\$50,000
highest sale price	\$1,630,000	\$665,000	\$458,000
average \$/sq foot	\$181	\$203	\$195
average days on market	23	14	18

2020

Bay View	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	64	70	134
total volume in \$	\$13,411,651	\$16,253,205	\$29,664,856
average sale price	\$209,557	\$232,189	\$221,380
lowest sale price	\$88,000	\$75,000	\$75,000
highest sale price	\$432,000	\$525,000	\$600,000
average \$/sq foot	\$159	\$169	\$164
average days on market	32	19	26

CEDARBURG

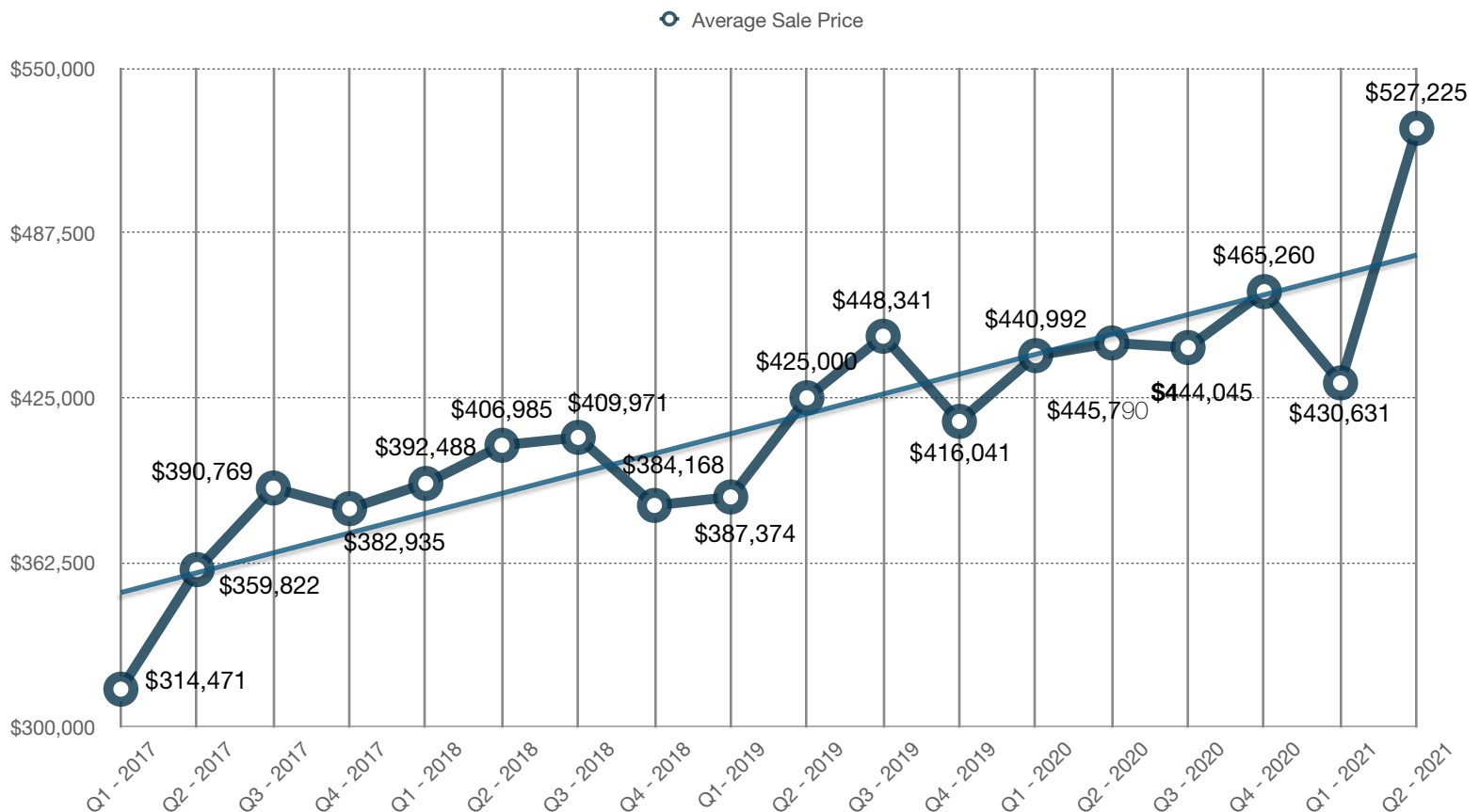


ABOUT THE COMMUNITY:

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 August 18, 2021, there were 44 homes for sale in Cedarburg. This number includes 32 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	Q1 & Q2 - 2021
# of homes sold	26	68	94
total volume in \$	\$11,196,399	\$35,851,285	\$47,047,684
average sale price	\$430,631	\$527,225	\$500,507
lowest sale price	\$220,000	\$175,000	\$175,000
highest sale price	\$825,000	\$1,126,000	\$1,126,000
average \$/sq foot	\$196	\$211	\$207
average days on market	28	12	16

2020

Cedarburg	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	42	55	97
total volume in \$	\$18,521,678	\$24,412,656	\$42,934,334
average sale price	\$440,992	\$445,790	\$442,622
lowest sale price	\$184,000	\$249,000	\$184,000
highest sale price	\$865,000	\$925,000	\$925,000
average \$/sq foot	\$182	\$181	\$182
average days on market	43	41	41

FOX POINT



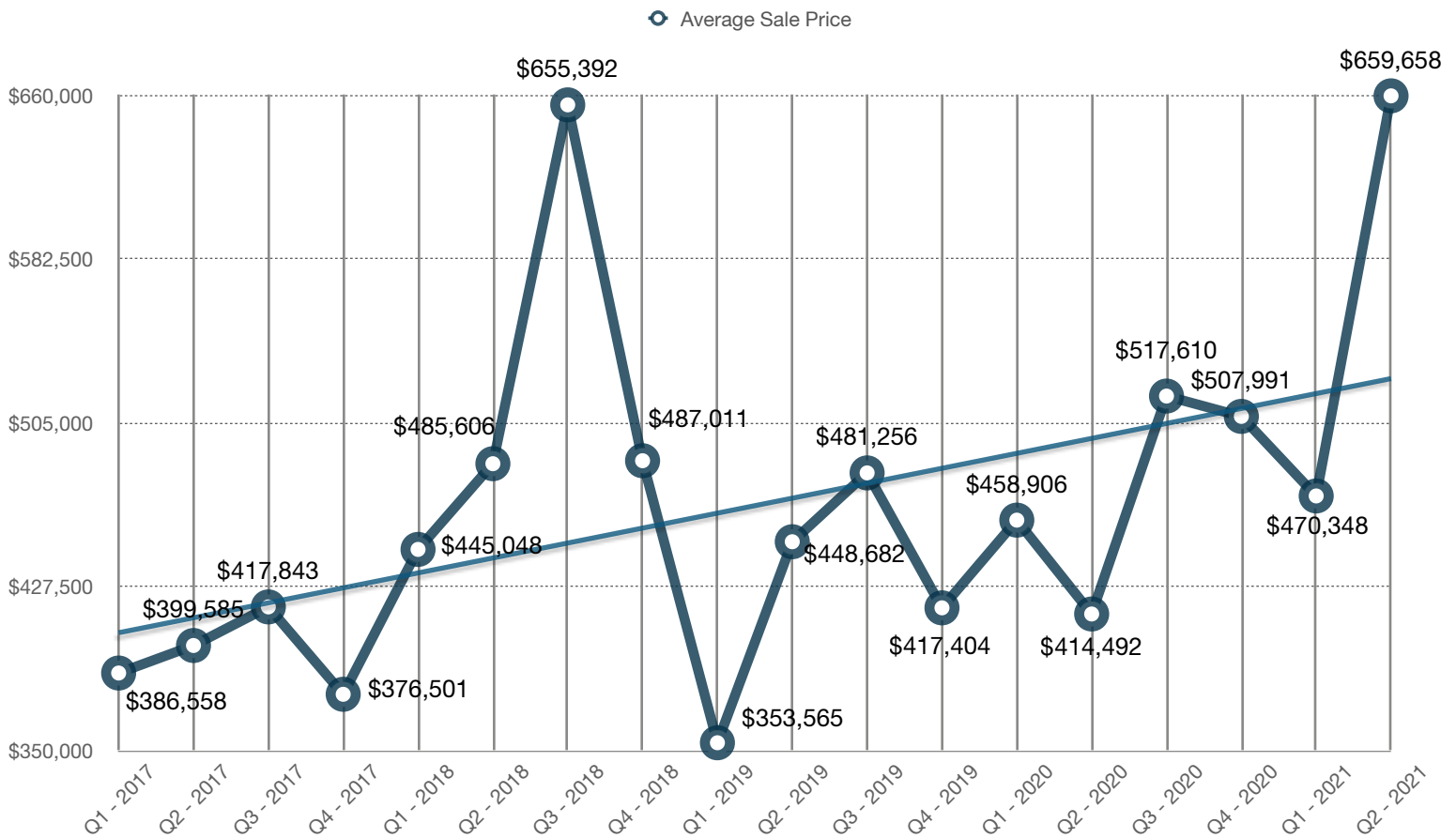
315 E. Daphne Rd.
Sold in the \$690s

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

CURRENT MARKET STATISTICS:

As of August 18, 2021 there were 32 homes for sale in Fox Point. This number includes 19 under contract and 2 in delayed status. Delayed status is defined as homes about to "go live" on the market.



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FOX POINT

YEAR VS. YEAR BY QUARTER

2021

Fox Point	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	27	46	73
total volume in \$	\$12,699,400	\$30,344,249	\$43,043,649
average sale price	\$470,348	\$659,658	\$589,639
lowest sale price	\$203,000	\$264,900	\$203,000
highest sale price	\$1,075,000	\$3,388,457	\$3,388,457
average \$/sq foot	\$180	\$232	\$213
average days on market	44	11	23

2020

Fox Point	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	17	39	56
total volume in \$	\$7,801,410	\$16,165,174	\$23,966,584
average sale price	\$458,906	\$414,492	\$427,975
lowest sale price	\$219,000	\$200,000	\$200,000
highest sale price	\$1,525,000	\$970,000	\$1,525,000
average \$/sq foot	\$174	\$175	\$175
average days on market	31	27	28

FRANKLIN



4118 W. Southwood Dr.

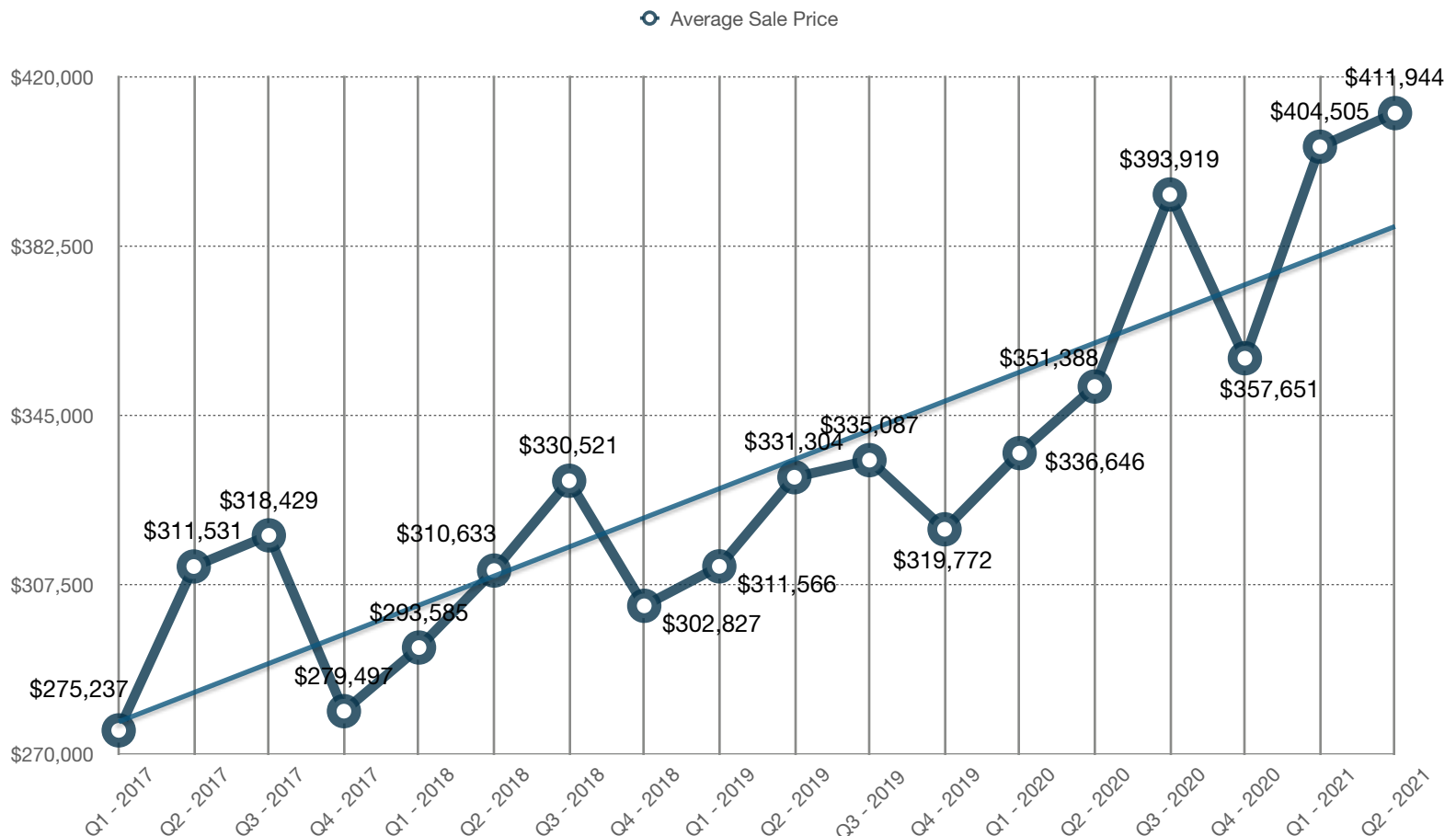
Represented Buyer. Sold in the \$480s

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 August 18, 2021, there are currently 85 homes for sale in Franklin. This number includes 62 under contract and 2 in delayed status. Delayed status is defined as homes about to “go live” on the market.



FRANKLIN

YEAR VS. YEAR BY QUARTER

2021

Franklin	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	72	109	181
total volume in \$	\$29,124,356	\$44,901,881	\$74,026,237
average sale price	\$404,505	\$411,944	\$408,985
lowest sale price	\$95,000	\$170,000	\$95,000
highest sale price	\$1,000,000	\$1,025,000	\$1,025,000
average \$/sq foot	\$182	\$191	\$187
average days on market	27	18	21

2020

Franklin	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	60	84	144
total volume in \$	\$20,198,756	\$29,165,220	\$49,363,976
average sale price	\$336,646	\$351,388	\$342,805
lowest sale price	\$185,500	\$195,000	\$185,500
highest sale price	\$890,692	\$977,000	\$977,000
average \$/sq foot	\$158	\$163	\$161
average days on market	35	18	25

GLENDALE



6830 N. Neil Pl.

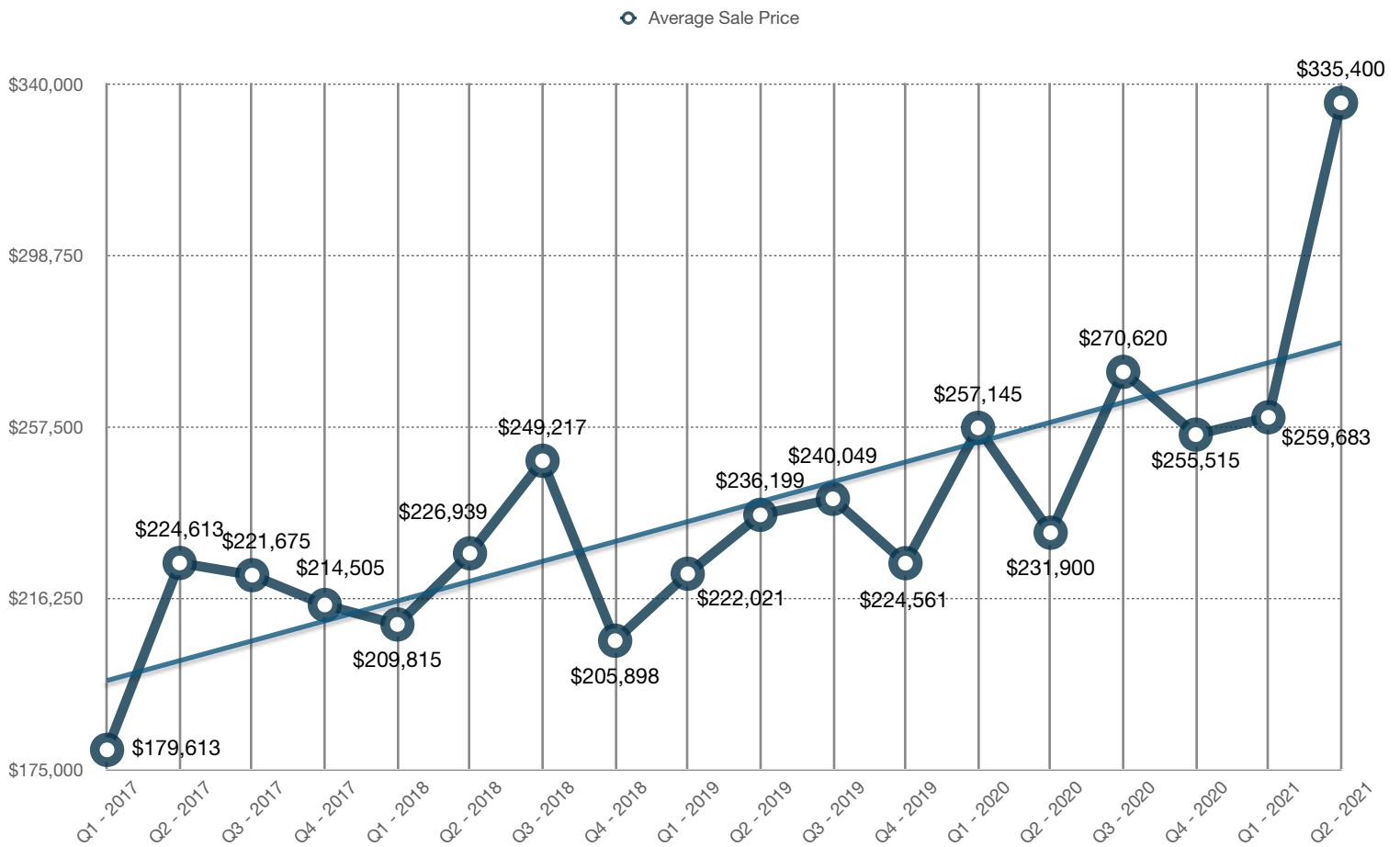
Sold in the \$350s

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

CURRENT MARKET STATISTICS:

As of August 18, 2021, there are currently 56 homes for sale in Glendale. This number includes 40 under contract and 3 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	Q1 & Q2 - 2021
# of homes sold	35	47	82
total volume in \$	\$9,088,897	\$15,765,700	\$24,854,597
average sale price	\$259,683	\$335,440	\$303,105
lowest sale price	\$85,500	\$173,000	\$85,500
highest sale price	\$550,000	\$555,000	\$555,000
average \$/sq foot	\$147	\$165	\$157
average days on market	27	22	24

2020

Glendale	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	32	63	95
total volume in \$	\$8,228,650	\$14,235,228	\$22,463,878
average sale price	\$257,145	\$231,900	\$236,462
lowest sale price	\$25,000	\$53,000	\$25,000
highest sale price	\$425,000	\$396,000	\$425,000
average \$/sq foot	\$135	\$131	\$134
average days on market	43	32	36

MEQUON/THIENSVILLE



1837 West Glen Oaks Ln.

Sold in the \$420s

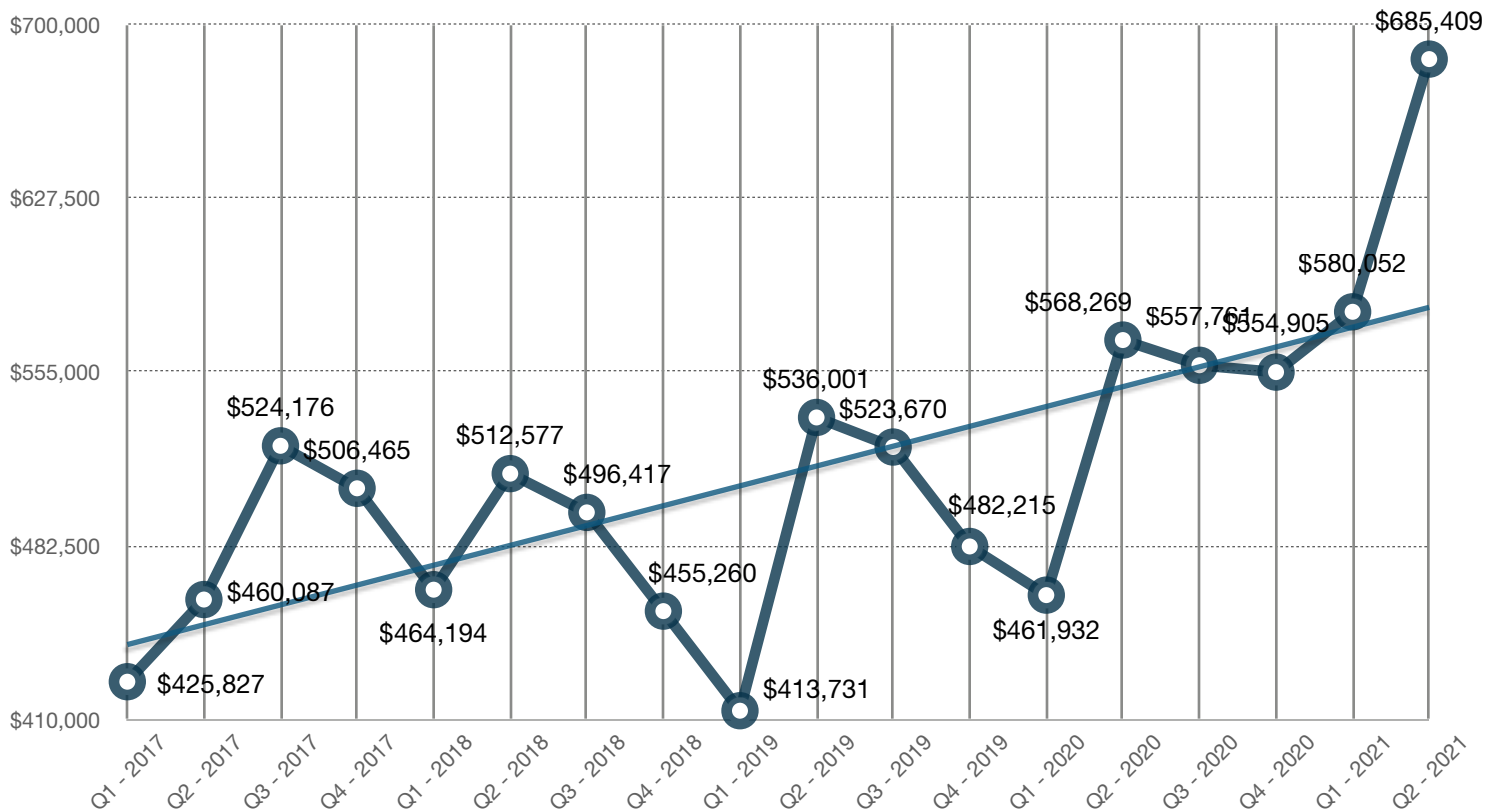
ABOUT THE COMMUNITY:

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 August 18, 2021 there were 87 homes for sale in Mequon/Thiensville. This number includes 49 under contract and 3 in delayed status. Delayed status is defined as homes about to “go live” on the market.

◆ Average Sale Price



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MEQUON/THIENSVILLE

YEAR VS. YEAR BY QUARTER

2021

Mequon/Thiensville	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	82	107	189
total volume in \$	\$47,564,286	\$73,338,771	\$120,903,057
average sale price	\$580,052	\$685,409	\$639,699
lowest sale price	\$115,000	\$210,000	\$115,000
highest sale price	\$1,920,000	\$3,025,000	\$3,025,000
average \$/sq foot	\$194	\$188	\$191
average days on market	53	35	43

2020

Mequon/Thiensville	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	74	75	149
total volume in \$	\$34,182,948	\$42,620,154	\$76,803,102
average sale price	\$461,932	\$568,269	\$515,457
lowest sale price	\$161,000	\$240,000	\$130,000
highest sale price	\$1,100,000	\$1,670,000	\$2,150,000
average \$/sq foot	\$170	\$162	\$167
average days on market	61	64	62

SHOREWOOD



2706 E. Beverly Rd.

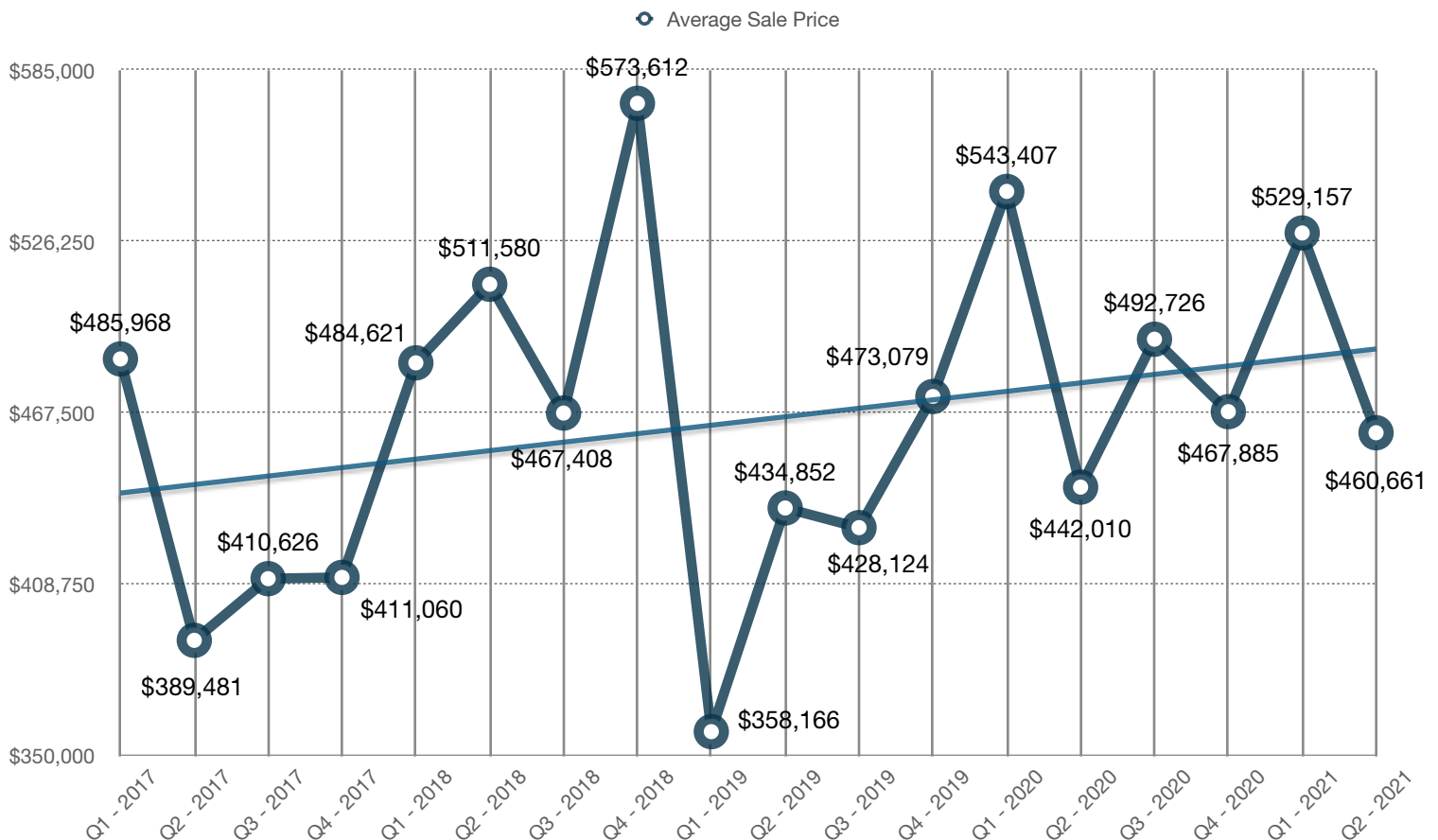
Sold \$1,085,000

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 many 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 August 18, 2021, there were 23 homes for sale in Shorewood. This number includes 15 under contract and in 1 delayed status. Delayed status is defined as homes about to “go live” on the market.



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SHOREWOOD

YEAR VS. YEAR BY QUARTER

“
Without Katie
Corcoran in our
corner, we would not
have our new home!



2021

Shorewood	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	22	28	50
total volume in \$	\$11,641,450	\$12,898,521	\$24,539,971
average sale price	\$529,157	\$460,661	\$490,799
lowest sale price	\$296,000	\$218,000	\$218,000
highest sale price	\$1,175,000	\$1,079,000	\$1,175,000
average \$/sq foot	\$215	\$229	\$229
average days on market	24	9	18

2020

Shorewood	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	28	39	67
total volume in \$	\$15,215,400	\$17,238,375	\$32,453,775
average sale price	\$543,407	\$442,010	\$484,385
lowest sale price	\$205,000	\$220,000	\$205,000
highest sale price	\$2,150,000	\$750,000	\$2,150,000
average \$/sq foot	\$222	\$204	\$212
average days on market	31	31	31

WAUWATOSA



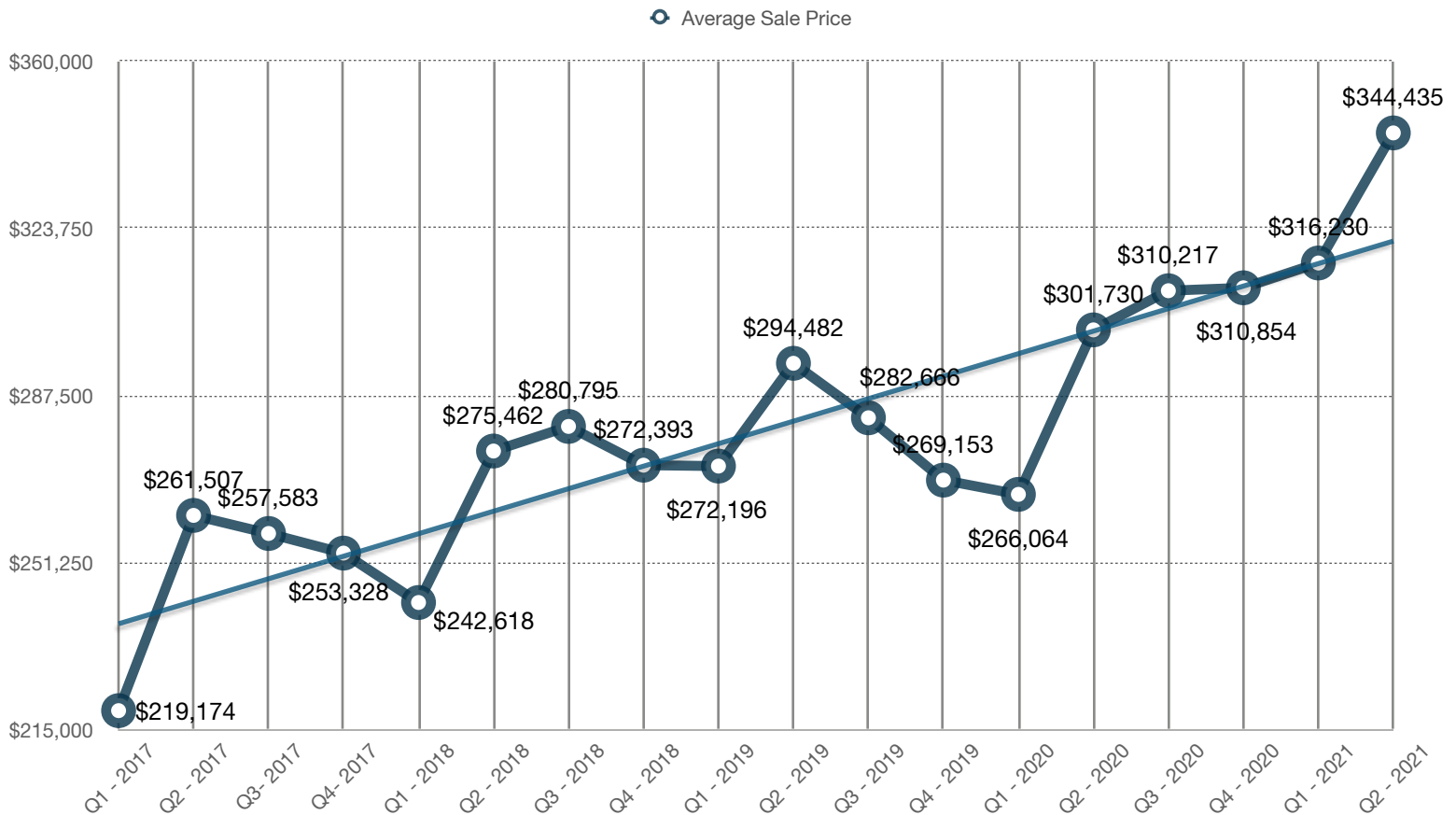
2649 N. 75th St.
Sold in the \$260s

ABOUT THE COMMUNITY:

Wauwatosa spans 13.25 miles and in 2010 boasts a population of 46,396 and approximately 12,700 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 August 18, 2021, there are currently 168b homes for sale in Wauwatosa. This number includes 90 under contract and 9 in delayed status. Delayed status is defined as homes about to "go live" on the market.



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WAUWATOSA

YEAR VS. YEAR BY QUARTER

2021

Wauwatosa	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	121	182	303
total volume in \$	\$38,263,852	\$62,687,124	\$100,950,976
average sale price	\$316,230	\$344,435	\$333,172
lowest sale price	\$128,000	\$106,500	\$106,500
highest sale price	\$815,000	\$803,000	\$815,000
average \$/sq foot	\$176	\$193	\$187
average days on market	17	11	13

2020

Wauwatosa	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	128	176	304
total volume in \$	\$33,790,186	\$52,802,690	\$86,592,876
average sale price	\$266,064	\$301,730	\$284,845
lowest sale price	\$109,000	\$41,250	\$41,250
highest sale price	\$575,000	\$850,000	\$850,000
average \$/sq foot	\$154	\$169	\$163
average days on market	39	23	30

WHITEFISH BAY



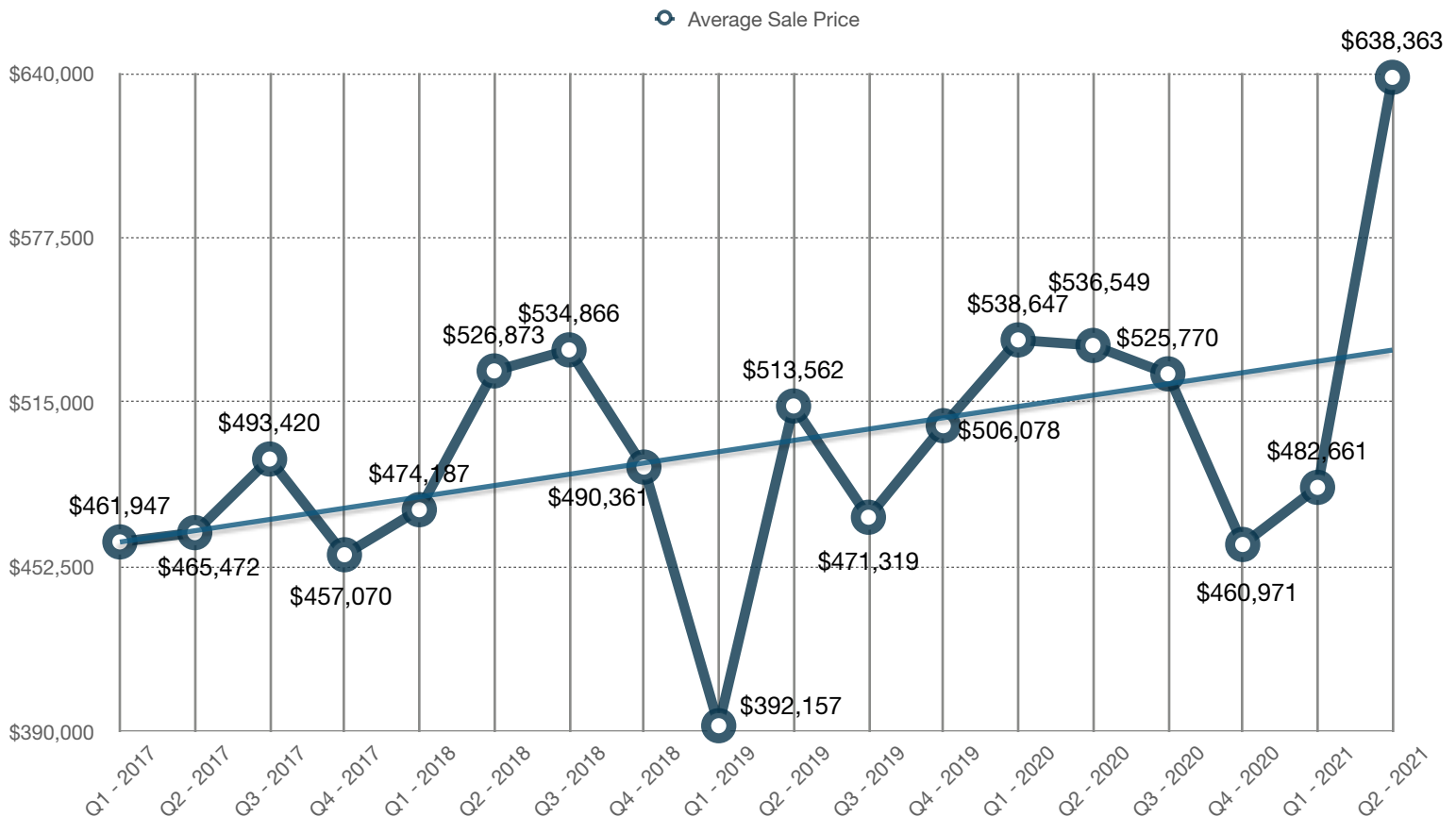
4779 N. Newhall St.
Pending!

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. Whitefish Bay is just over 2 square miles and has 4,555 single family homes.

CURRENT MARKET STATISTICS:

As of August 18, 2021, there are currently 63 homes for sale in Whitefish Bay, this number includes 34 under contract and 7 in delayed status. Delayed status is defined as homes about to “go live” on the market.



WHITEFISH BAY

YEAR VS. YEAR BY QUARTER

“
The Corcoran Realty &
Co. team was fantastic to
work with and made the
selling process
incredibly smooth from
start to finish!



2021

Whitefish Bay	Q1	Q2	Q1 & Q2 - 2021
# of homes sold	55	76	131
total volume in \$	\$26,546,330	\$48,515,578	\$75,061,908
average sale price	\$482,661	\$638,363	\$572,992
lowest sale price	\$215,250	\$235,000	\$215,250
highest sale price	\$2,500,000	\$2,750,000	\$1,560,000
average \$/sq foot	\$233	\$254	\$246
average days on market	13	13	13

2020

Whitefish Bay	Q1	Q2	Q1 and Q2 - 2020
# of homes sold	49	80	129
total volume in \$	\$26,393,709	\$42,667,400	\$69,061,109
average sale price	\$538,647	\$533,342	\$535,357
lowest sale price	\$212,000	\$243,500	\$212,000
highest sale price	\$1,350,000	\$1,850,000	\$1,850,000
average \$/sq foot	\$224	\$217	\$220
average days on market	25	26	26

The Art & Science of Residential Real Estate.

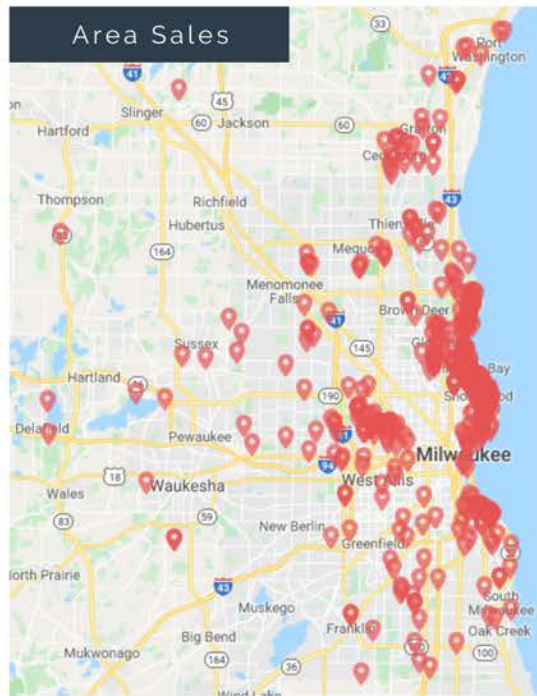
Some think in numbers & analytics, some in form and function. At Corcoran Realty & Co., we speak both languages. **And the work works.**

\$277+
million
SALES CLOSED

OVER
750+
CAREER CLOSED
TRANSACTIONS

2020 MILWAUKEE NORTH SHORE
Top 10 Brokerage
VOLUMES & SIDES

103%
List-to-Sell
Ratio



- **One of MKE's Top Local Indie Brokerages in 2020** with nearly \$60 million in sales volume in the last 18 months.
- **Brokers Katie Corcoran & Ashley Myhre have over \$277 Million in Career Transactions and over 30 years combined experience.**
- **THREE (3) Avg. Days on Market** (MLS 1/1/2021 - 6/30/2021)
- **103% List to Sell Ratio** (MLS 1/1/2021 - 6/30/2021)
- **70 Seller side transactions** (MLS 1/1/2020 - 8/23/2021)
- **75 Buyer side transactions** (MLS 1/1/2020 - 8/23/2021)
- **Broker Owner, Katie Corcoran is a Top 10 North Shore Agent 2019 & 2020 - volume & sides**
- **2018, 2019, 2020 Real Trends America's Best Professionals List.**

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.

