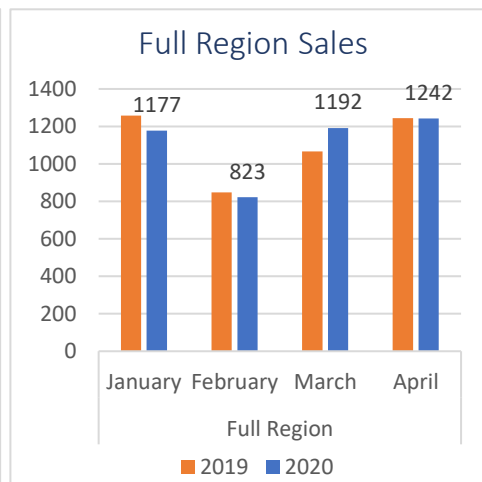
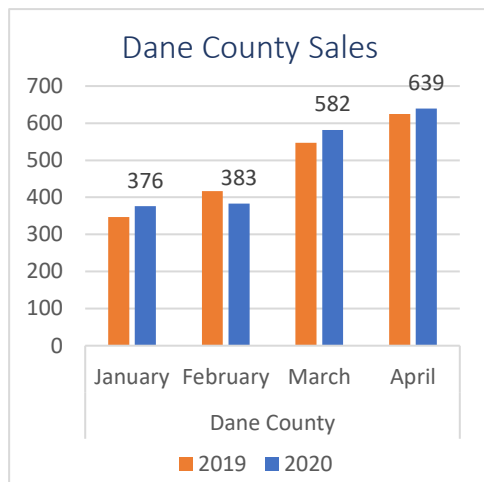


Market Statistics: Jan-April 2020

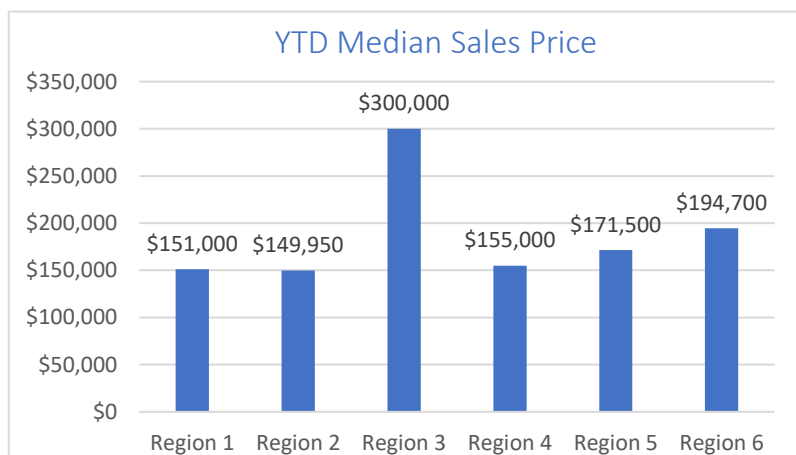
Sales:

Housing sales continue to boom in South Central Wisconsin, with April showing another month of increases in Dane County and no substantive change throughout the region. Dane County in April closed 639 sales, a 2.2% increase over 2019.



Year to date, the number of sales throughout the region was up 4.2% from 2019 to 4,035. Dane County is up 3.6% in year to date sales to 2,006.

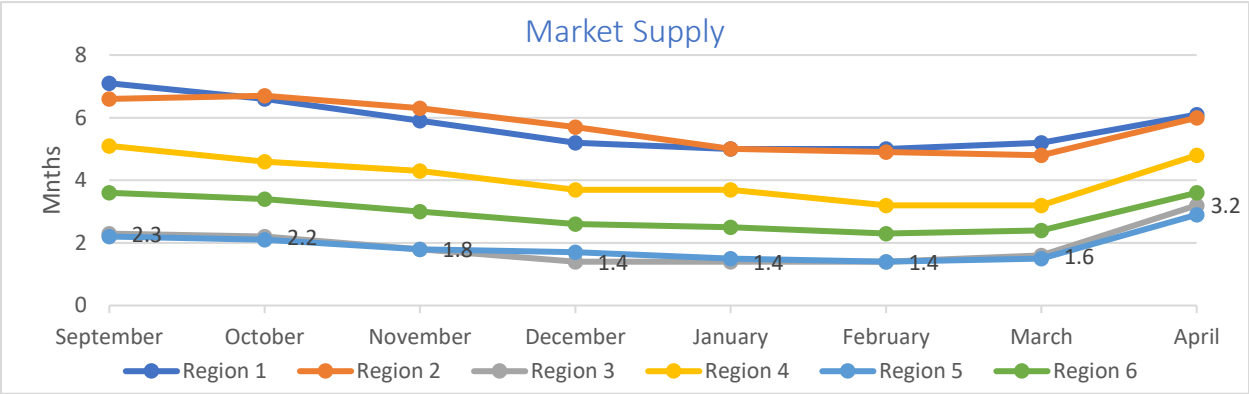
Sales price continues to increase at 6.9% across South Central Wisconsin MLS. Dane County actually falls behind the trends throughout the region slightly in the percentage increase with 5.2%.



Market Supply:

Although the number of sales increased in April, we also saw a slight jump in supply. The potential reason for this change is that in response to COVID-19, the MLS allowed for active listings to halt public showings, so there may be some listings included in this statistic that are not in fact on the market.

Another supply issue that we saw in April was a 26% reduction in new listings in Dane County as homeowners decided to hold off listing until they felt safe allowing showings. This may serve to negatively affect sales in May & June. In a unique turn of events, the entire MLS experienced a 7% increase in new listings in April, showing more consumer confidence in rural counties.



Interest Rates: April 30, 3.23% for a 30 year fixed

Interest rates continued to drop through April, supporting refinance activity as well as home sales. While nationally, home sales had decreased by as much as 35%, as market places are starting to open up mortgage application activity is quickly catching up.

What's Ahead:

The high demand South Central Wisconsin's housing market was experiencing this spring has buffered it from some of the negative repercussions other communities have experienced with COVID-19. Although there are no solid predictions, we can look to communities that have started to open in the country to assess their experiences as an indicator of what will happen here. In those cases, the pent-up demand quickly releases as consumers regain confidence in their health and the market. When they do list, buyers are available and ready to purchase.

While spring is usually our busiest season, we anticipate that the decrease in listing activity that the pandemic caused will serve to extend the season into the fall and beyond, depending on how our economy opens. Right now, with low interest rates, agents and consumers embracing virtual showings & open houses and high buyer demand, we believe that the market will maintain through the shutdown and recover quickly.

Counties in Each Region					
Region 1	Region 2	Region 3	Region 4	Region 5	Region 6
Adams Green Lake Marquette Waushara	Crawford Richland Vernon	Dane	Grant Iowa Lafayette	Green Rock	Columbia Dodge Sauk

YTD Stats Report

Report Criteria: Reflecting YTD data through: April 2020 | Type: Residential | Run Date: 5/12/2020

County	YTD Median Price			YTD Sales		
	Through 4/2020	Through 4/2019	% Change	Through 4/2020	Through 4/2019	% Change
Adams	149,950	135,000	+11.1%	120	121	-0.8%
Green Lake	160,000	123,450	+29.6%	59	70	-15.7%
Marquette	151,690	119,950	+26.5%	54	46	+17.4%
Waushara	126,750	133,000	-4.7%	86	77	+11.7%
Region 1	151,000	131,000	+15.3%	319	314	+1.6%

County	YTD Median Price			YTD Sales		
	Through 4/2020	Through 4/2019	% Change	Through 4/2020	Through 4/2019	% Change
Crawford	135,500	127,600	+6.2%	46	46	0.0%
Richland	137,000	152,100	-9.9%	45	34	+32.4%
Vernon	162,900	140,000	+16.4%	69	57	+21.1%
Region 2	149,950	134,000	+11.9%	160	137	+16.8%

County	YTD Median Price			YTD Sales		
	Through 4/2020	Through 4/2019	% Change	Through 4/2020	Through 4/2019	% Change
Dane	300,000	285,000	+5.3%	2,006	1,936	+3.6%
Region 3	300,000	285,000	+5.3%	2,006	1,936	+3.6%

County	YTD Median Price			YTD Sales		
	Through 4/2020	Through 4/2019	% Change	Through 4/2020	Through 4/2019	% Change
Grant	135,000	140,000	-3.6%	95	96	-1.0%
Iowa	206,700	174,950	+18.1%	64	56	+14.3%
Lafayette	137,450	120,000	+14.5%	36	35	+2.9%
Region 4	155,000	145,900	+6.2%	195	187	+4.3%

County	YTD Median Price			YTD Sales		
	Through 4/2020	Through 4/2019	% Change	Through 4/2020	Through 4/2019	% Change
Green	169,900	192,000	-11.5%	95	105	-9.5%
Rock	172,250	153,000	+12.6%	576	577	-0.2%
Region 5	171,500	158,750	+8.0%	671	682	-1.6%

County	YTD Median Price			YTD Sales		
	Through 4/2020	Through 4/2019	% Change	Through 4/2020	Through 4/2019	% Change
Columbia	219,100	187,000	+17.2%	190	167	+13.8%
Dodge	160,000	155,000	+3.2%	277	231	+19.9%
Sauk	210,600	190,950	+10.3%	217	220	-1.4%
Region 6	194,700	177,250	+9.8%	684	618	+10.7%

YTD RASCW Region Median Price

Through	Through	
4/2020	4/2019	% Change
239,000	223,500	+6.9%

YTD RASCW Region Sales

Through	Through	
4/2020	4/2019	% Change
4,035	3,874	+4.2%

Monthly Stats Report

Report Criteria: Reflecting data for: April 2020 | Type: Residential | Run Date: 5/12/2020

		Median Price			Sales			Months Inventory		
County		4/2020	4/2019	% Change	4/2020	4/2019	% Change	4/2020	4/2019	% Change
	Adams	137,450	135,000	+1.8%	40	51	-21.6%	5.6	8.6	-34.9%
	Green Lake	159,500	116,000	+37.5%	22	14	+57.1%	8.5	7.7	+10.4%
	Marquette	179,950	174,340	+3.2%	20	15	+33.3%	5.7	8.4	-32.1%
	Waushara	135,000	159,500	-15.4%	19	18	+5.6%	5.4	6.4	-15.6%
Region 1		146,500	144,250	+1.6%	101	98	+3.1%	6.1	7.8	-21.8%
		Median Price			Sales			Months Inventory		
County		4/2020	4/2019	% Change	4/2020	4/2019	% Change	4/2020	4/2019	% Change
	Crawford	182,900	138,500	+32.1%	13	18	-27.8%	7.6	8.3	-8.4%
	Richland	170,000	245,000	-30.6%	15	11	+36.4%	4.8	6.2	-22.6%
	Vernon	180,000	162,500	+10.8%	26	20	+30.0%	5.5	5.7	-3.5%
Region 2		180,000	160,000	+12.5%	54	49	+10.2%	6	6.6	-9.1%
		Median Price			Sales			Months Inventory		
County		4/2020	4/2019	% Change	4/2020	4/2019	% Change	4/2020	4/2019	% Change
	Dane	317,000	300,000	+5.7%	639	625	+2.2%	3.2	4.1	-22.0%
Region 3		317,000	300,000	+5.7%	639	625	+2.2%	3.2	4.1	-22.0%
		Median Price			Sales			Months Inventory		
County		4/2020	4/2019	% Change	4/2020	4/2019	% Change	4/2020	4/2019	% Change
	Grant	135,000	132,000	+2.3%	29	35	-17.1%	4.9	6.0	-18.3%
	Iowa	245,950	165,000	+49.1%	16	19	-15.8%	4.0	6.2	-35.5%
	Lafayette	NA	NA	NA	7	8	-12.5%	6.0	6.0	0.0%
Region 4		161,250	139,900	+15.3%	52	62	-16.1%	4.8	6	-20.0%
		Median Price			Sales			Months Inventory		
County		4/2020	4/2019	% Change	4/2020	4/2019	% Change	4/2020	4/2019	% Change
	Green	175,500	222,950	-21.3%	37	32	+15.6%	3.1	4.2	-26.2%
	Rock	169,500	152,000	+11.5%	158	183	-13.7%	2.9	3.5	-17.1%
Region 5		170,000	156,900	+8.3%	195	215	-9.3%	2.9	3.6	-19.4%

County	Median Price			Sales			Months Inventory		
	4/2020	4/2019	% Change	4/2020	4/2019	% Change	4/2020	4/2019	% Change
Columbia	216,000	210,000	+2.9%	62	53	+17.0%	3.8	4.8	-20.8%
Dodge	155,000	165,000	-6.1%	76	83	-8.4%	3.1	4.3	-27.9%
Sauk	264,000	215,500	+22.5%	63	59	+6.8%	4.0	5.7	-29.8%
Region 6	200,000	191,500	+4.4%	201	195	+3.1%	3.6	4.9	-26.5%

RASCW Market Area Median Price		
4/2020	4/2019	% Change
254,900	234,263	+8.8%

RASCW Market Area Sales		
4/2020	4/2019	% Change
1,242	1,244	-0.2%

RASCW Market Area Months Inventory		
4/2020	4/2019	% Change
3.7	4.7	-21.3%

RASCW Market Area New Listings		
4/2020	4/2019	% Change
1,332	2,233	-40.3%

RASCW Market Area Total Listings		
4/2020	4/2019	% Change
5,032	6,278	-19.8%

Adams/Marquette/Waushara/Green Lake Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	235	571	4.9
\$125,000 - \$199,999	168	441	4.6
\$200,000 - \$349,999	201	353	6.8
\$350,000 - \$499,999	67	70	11.5
\$500,000+	79	54	17.6

Crawford/Richland/Vernon Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	87	197	5.3
\$125,000 - \$199,999	79	212	4.5
\$200,000 - \$349,999	78	147	6.4
\$350,000 - \$499,999	29	44	7.9
\$500,000+	30	6	60.0

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	30	168	2.1
\$125,000 - \$199,999	189	1,063	2.1
\$200,000 - \$349,999	813	4,033	2.4
\$350,000 - \$499,999	664	1,918	4.2
\$500,000+	460	821	6.7

Grant/Iowa/Lafayette Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	92	272	4.1
\$125,000 - \$199,999	94	298	3.8
\$200,000 - \$349,999	74	186	4.8
\$350,000 - \$499,999	22	33	8.0
\$500,000+	43	22	23.5

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	142	606	2.8
\$125,000 - \$199,999	171	1,081	1.9
\$200,000 - \$349,999	257	856	3.6
\$350,000 - \$499,999	55	152	4.3
\$500,000+	38	33	13.8

Sauk/Columbia/Dodge Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	114	457	3.0
\$125,000 - \$199,999	203	1,007	2.4
\$200,000 - \$349,999	301	972	3.7
\$350,000 - \$499,999	121	244	6.0
\$500,000+	96	74	15.6