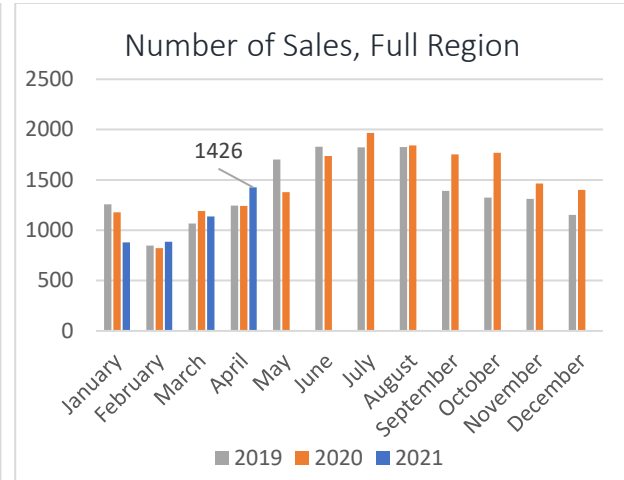
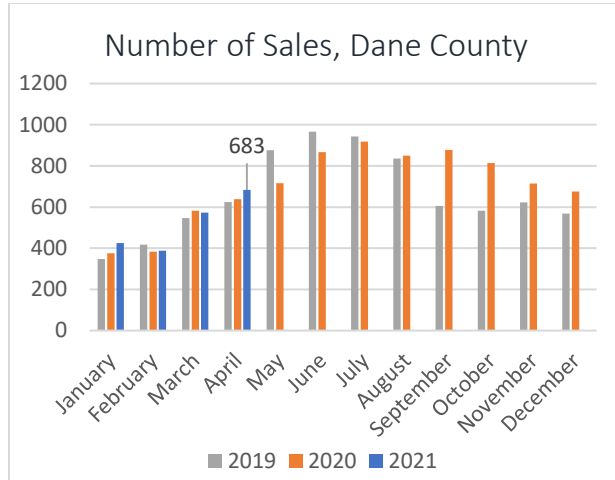


## Market Statistics: January-April 2021

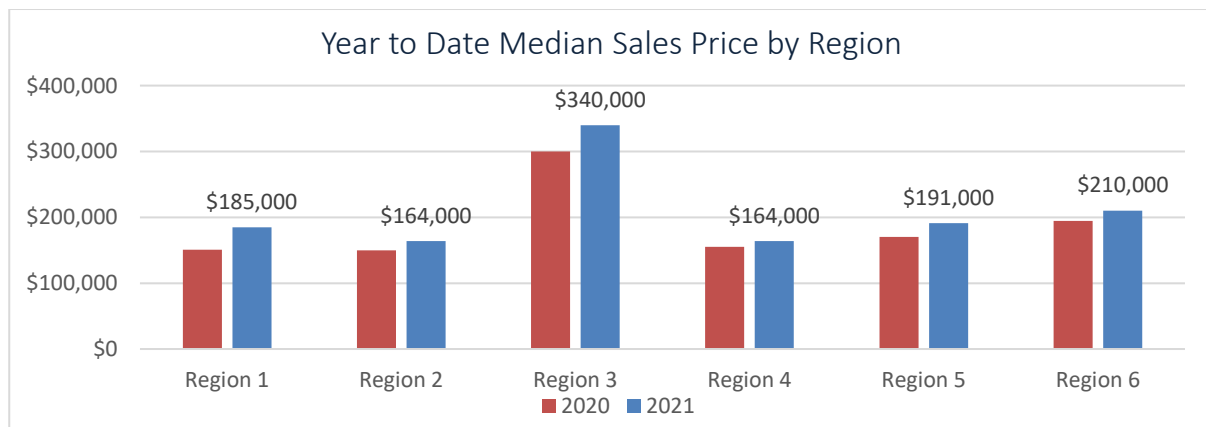
### Home Sales:

Home sales in April increased again as the summer sales market heats up. Dane County's year over year sales are up 6.8% to 683. The full region's sales are up almost 15% over 2020 to 1,426.



### Home Prices:

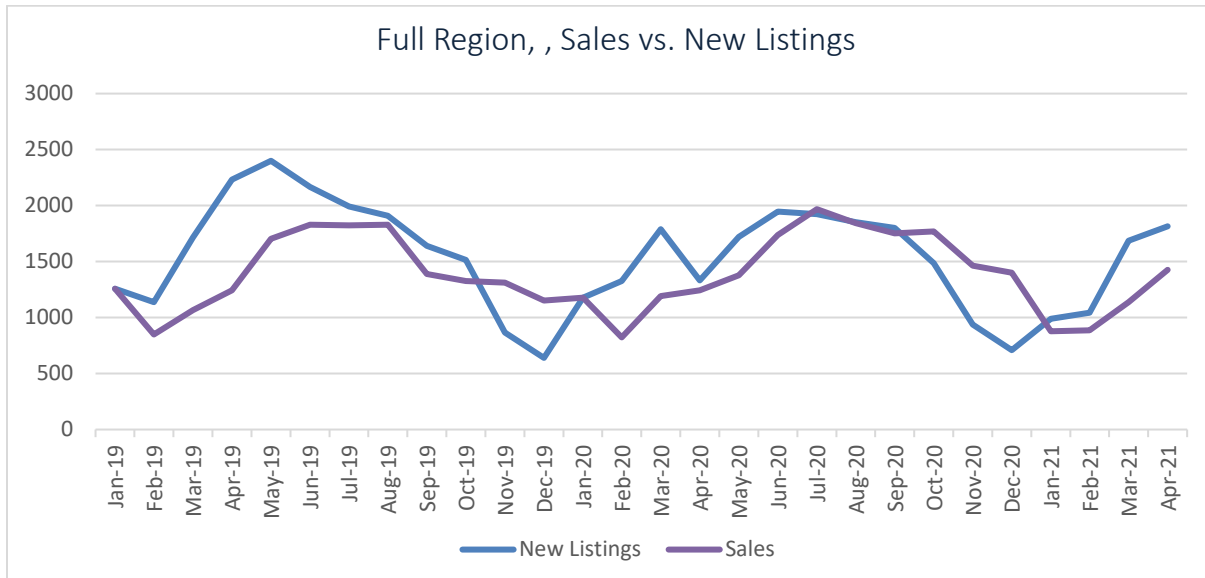
The median price of homes increased in every region in South Central Wisconsin. The average was just under 11%, and Dane County increased by 13.3% to \$340,000.



### Inventory:

Despite the 4<sup>th</sup> month of increases in new listing inventory, the overall absorption rate for the region remains at a low 2.5 months, well below the 4-7 months that are considered a balanced market.

Although also low, Dane County's absorption rate at 2.6 months actually represents a slight increase from the end of 2020 which bottomed out at 1.6 months.



**Interest Rates:** April 29<sup>th</sup>, 2.98% for a 30-year fixed

In light of the rising COVID caseloads globally, U.S. Treasury yields stopped moving up a month ago and have remained within a narrow range as the market digests incoming economic data. The good news is that with rates under three percent, refinancing continues to be attractive for many borrowers who financed before 2020. But, for eager buyers, especially first-time homebuyers, inventory continues to be extremely tight and competition for available homes to purchase remains high.

### What's Ahead:

As the economy continues to open, the strong demand numbers may incentivize some citizens to sell their homes. Its still anticipated that the 50-year housing shortage is likely to remain imbalanced through 2022.

National Association of REALTORS® Statistics: <https://www.nar.realtor/research-and-statistics/housing-statistics>

# YTD Stats Report

**Report Criteria:** Reflecting YTD data through: April 2021 | Type: Residential | Run Date: 5/12/2021

		YTD Median Price			YTD Sales		
County		Through 4/2021	Through 4/2020	% Change	Through 4/2021	Through 4/2020	% Change
	Adams	168,250	149,950	+12.2%	155	120	+29.2%
	Green Lake	246,883	160,000	+54.3%	78	59	+32.2%
	Marquette	185,000	151,690	+22.0%	59	54	+9.3%
	Waushara	167,500	126,750	+32.1%	72	86	-16.3%
<b>Region Total</b>		<b>185,000</b>	<b>151,000</b>	<b>+22.5%</b>	<b>364</b>	<b>319</b>	<b>+14.1%</b>

		YTD Median Price			YTD Sales		
County		Through 4/2021	Through 4/2020	% Change	Through 4/2021	Through 4/2020	% Change
	Crawford	152,000	135,500	+12.2%	47	46	+2.2%
	Richland	180,000	137,000	+31.4%	36	45	-20.0%
	Vernon	166,500	172,750	-3.6%	96	72	+33.3%
<b>Region Total</b>		<b>164,000</b>	<b>150,000</b>	<b>+9.3%</b>	<b>179</b>	<b>163</b>	<b>+9.8%</b>

		YTD Median Price			YTD Sales		
County		Through 4/2021	Through 4/2020	% Change	Through 4/2021	Through 4/2020	% Change
	Dane	340,000	300,000	+13.3%	2,087	2,035	+2.6%
<b>Region Total</b>		<b>340,000</b>	<b>300,000</b>	<b>+13.3%</b>	<b>2,087</b>	<b>2,035</b>	<b>+2.6%</b>

		YTD Median Price			YTD Sales		
County		Through 4/2021	Through 4/2020	% Change	Through 4/2021	Through 4/2020	% Change
	Grant	149,700	135,000	+10.9%	116	95	+22.1%
	Iowa	226,200	203,500	+11.2%	74	65	+13.8%
	Lafayette	126,750	140,000	-9.5%	44	37	+18.9%
<b>Region Total</b>		<b>164,000</b>	<b>155,000</b>	<b>+5.8%</b>	<b>234</b>	<b>197</b>	<b>+18.8%</b>

		YTD Median Price			YTD Sales		
County		Through 4/2021	Through 4/2020	% Change	Through 4/2021	Through 4/2020	% Change
	Green	216,700	169,950	+27.5%	116	96	+20.8%
	Rock	189,900	171,750	+10.6%	641	582	+10.1%
<b>Region Total</b>		<b>191,000</b>	<b>170,000</b>	<b>+12.4%</b>	<b>757</b>	<b>678</b>	<b>+11.7%</b>

		YTD Median Price			YTD Sales		
County		Through 4/2021	Through 4/2020	% Change	Through 4/2021	Through 4/2020	% Change
	Columbia	213,500	219,199	-2.6%	198	191	+3.7%
	Dodge	192,500	160,000	+20.3%	281	282	-0.4%
	Sauk	222,250	213,300	+4.2%	260	218	+19.3%
<b>Region Total</b>		<b>210,000</b>	<b>194,500</b>	<b>+8.0%</b>	<b>739</b>	<b>691</b>	<b>+6.9%</b>

YTD RASCW Region Median Price		
Through 4/2021	Through 4/2020	% Change
266,000	239,888	+10.9%

YTD RASCW Region Sales		
Through 4/2021	Through 4/2020	% Change
4,360	4,083	+6.8%

# Monthly Stats Report

**Report Criteria:** Reflecting data for: April 2021 | Type: Residential | Run Date: 5/12/2021

		Median Price			Sales			Months Inventory		
County		4/2021	4/2020	% Change	4/2021	4/2020	% Change	4/2021	4/2020	% Change
	Adams	171,750	137,450	+25.0%	46	40	+15.0%	2.7	5.4	-50.0%
	Green Lake	319,250	159,500	+100.2%	22	22	0.0%	2.6	8.9	-70.8%
	Marquette	212,000	179,950	+17.8%	21	20	+5.0%	3.6	5.7	-36.8%
	Waushara	159,900	135,000	+18.4%	33	19	+73.7%	2.0	5.5	-63.6%
<b>Region Total</b>		<b>192,500</b>	<b>146,500</b>	<b>+31.4%</b>	<b>122</b>	<b>101</b>	<b>+20.8%</b>	<b>2.7</b>	<b>6.1</b>	<b>-55.7%</b>
		Median Price			Sales			Months Inventory		
County		4/2021	4/2020	% Change	4/2021	4/2020	% Change	4/2021	4/2020	% Change
	Crawford	180,250	182,900	-1.4%	16	13	+23.1%	3.1	8.2	-62.2%
	Richland	185,000	170,000	+8.8%	10	15	-33.3%	3.4	5.6	-39.3%
	Vernon	182,000	185,500	-1.9%	37	29	+27.6%	2.8	5.6	-50.0%
<b>Region Total</b>		<b>182,000</b>	<b>182,900</b>	<b>-0.5%</b>	<b>63</b>	<b>57</b>	<b>+10.5%</b>	<b>3</b>	<b>6.4</b>	<b>-53.1%</b>
		Median Price			Sales			Months Inventory		
County		4/2021	4/2020	% Change	4/2021	4/2020	% Change	4/2021	4/2020	% Change
	Dane	351,100	317,500	+10.6%	683	659	+3.6%	2.6	3.6	-27.8%
<b>Region Total</b>		<b>351,100</b>	<b>317,500</b>	<b>+10.6%</b>	<b>683</b>	<b>659</b>	<b>+3.6%</b>	<b>2.6</b>	<b>3.6</b>	<b>-27.8%</b>
		Median Price			Sales			Months Inventory		
County		4/2021	4/2020	% Change	4/2021	4/2020	% Change	4/2021	4/2020	% Change
	Grant	149,500	135,000	+10.7%	47	29	+62.1%	3.1	5.2	-40.4%
	Iowa	212,400	245,950	-13.6%	22	16	+37.5%	2.8	4.3	-34.9%
	Lafayette	155,000	106,000	+46.2%	20	7	+185.7%	3.6	6.2	-41.9%
<b>Region Total</b>		<b>156,000</b>	<b>161,250</b>	<b>-3.3%</b>	<b>89</b>	<b>52</b>	<b>+71.2%</b>	<b>3.1</b>	<b>5.1</b>	<b>-39.2%</b>
		Median Price			Sales			Months Inventory		
County		4/2021	4/2020	% Change	4/2021	4/2020	% Change	4/2021	4/2020	% Change
	Green	234,900	180,250	+30.3%	38	38	0.0%	2.3	3.5	-34.3%
	Rock	200,250	167,000	+19.9%	196	162	+21.0%	2.3	3.0	-23.3%
<b>Region Total</b>		<b>207,000</b>	<b>170,000</b>	<b>+21.8%</b>	<b>234</b>	<b>200</b>	<b>+17.0%</b>	<b>2.3</b>	<b>3.1</b>	<b>-25.8%</b>

County	Median Price			Sales			Months Inventory		
	4/2021	4/2020	% Change	4/2021	4/2020	% Change	4/2021	4/2020	% Change
Columbia	211,000	219,500	-3.9%	58	62	-6.5%	2.4	3.9	-38.5%
Dodge	196,950	155,000	+27.1%	90	79	+13.9%	2.1	3.3	-36.4%
Sauk	240,000	262,500	-8.6%	87	62	+40.3%	2.7	4.3	-37.2%
<b>Region Total</b>	<b>215,000</b>	<b>200,000</b>	<b>+7.5%</b>	<b>235</b>	<b>203</b>	<b>+15.8%</b>	<b>2.4</b>	<b>3.8</b>	<b>-36.8%</b>

#### RASCW Market Area Median Price

4/2021	4/2020	% Change
285,000	254,950	+11.8%

#### RASCW Market Area Sales

4/2021	4/2020	% Change
1,426	1,272	+12.1%

#### RASCW Market Area Months Inventory

4/2021	4/2020	% Change
2.5	4	-37.5%

#### RASCW Market Area New Listings

4/2021	4/2020	% Change
1,814	1,397	+29.8%

#### RASCW Market Area Total Listings

4/2021	4/2020	% Change
3,778	5,423	-30.3%

#### 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	109	549	2.4
\$125,000 - \$199,999	96	451	2.6
\$200,000 - \$349,999	97	478	2.4
\$350,000 - \$499,999	39	125	3.7
\$500,000+	36	107	4.0

#### 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	33	176	2.3
\$125,000 - \$199,999	63	246	3.1
\$200,000 - \$349,999	43	197	2.6
\$350,000 - \$499,999	22	51	5.2
\$500,000+	15	31	5.8

### Dane Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	19	140	1.6
\$125,000 - \$199,999	122	950	1.5
\$200,000 - \$349,999	682	4,083	2.0
\$350,000 - \$499,999	606	2,275	3.2
\$500,000+	419	1,212	4.1

### Grant/Iowa/Lafayette Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	56	260	2.6
\$125,000 - \$199,999	75	317	2.8
\$200,000 - \$349,999	54	237	2.7
\$350,000 - \$499,999	20	62	3.9
\$500,000+	29	45	7.7

### Rock/Green Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	69	503	1.6
\$125,000 - \$199,999	153	1,065	1.7
\$200,000 - \$349,999	236	1,059	2.7
\$350,000 - \$499,999	53	214	3.0
\$500,000+	41	75	6.6

### Sauk/Columbia/Dodge Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	54	371	1.7
\$125,000 - \$199,999	146	989	1.8
\$200,000 - \$349,999	225	1,154	2.3
\$350,000 - \$499,999	103	355	3.5
\$500,000+	63	128	5.9