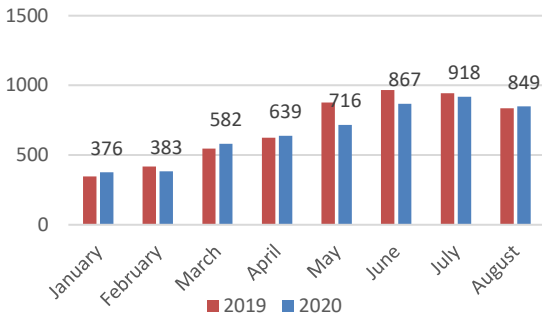


Market Statistics: January-August 2020

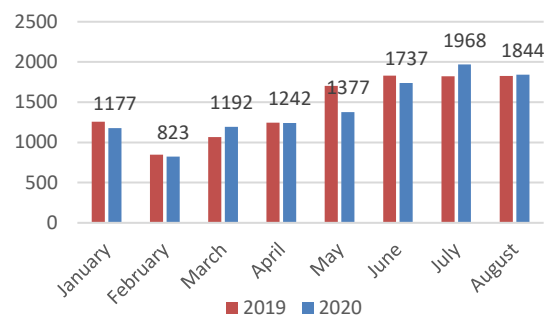
Home Sales:

The number of home sales across the region dipped slightly in August as compared with July, corresponding with the trends in previous years. Although slightly lower than last month, the number of sales increased from last year in both the full region and Dane County.

Number of Sales, Dane County



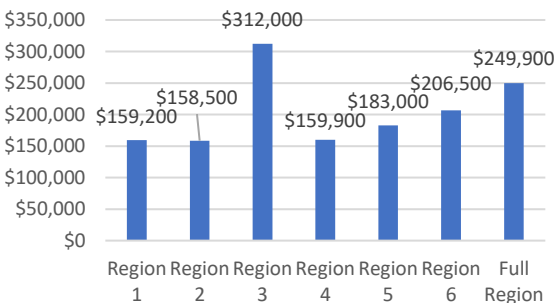
Number of Sales, Full Region



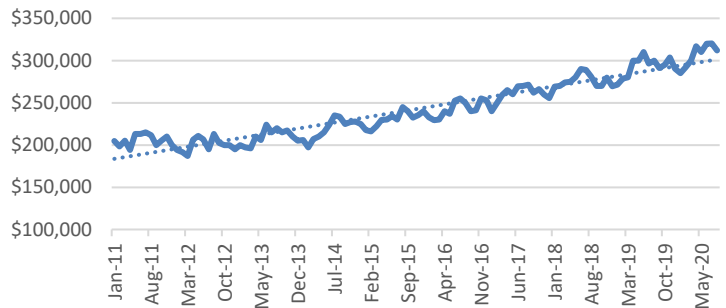
Home Prices:

Not surprisingly, the median price of homes sold continues to increase as supply tightens. Counties with higher population like Dane, Sauk, and Columbia have seen higher price increases as a result.

Median Sales Price



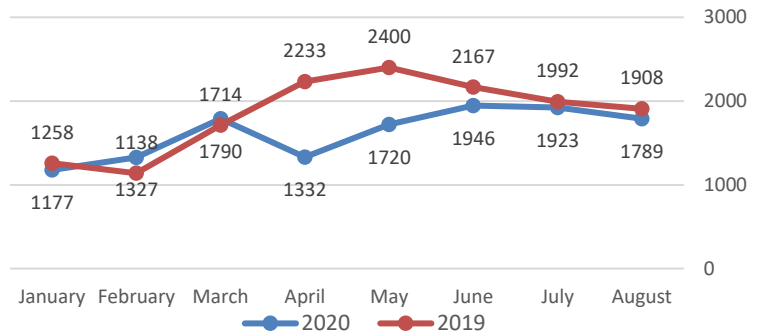
Median Sales Price by Month, Dane County



Inventory:

Although the number of new listings across South Central Wisconsin has increased to more closely match that of last year, we have yet to overcome the listing deficits in April, May, and June.

New Listings by Month





REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



Interest Rates: August 27, 2.91% for a 30-year fixed

Mortgage rates have hit another record low due to a late summer slowdown in the economic recovery. These low rates have ignited robust purchase demand activity, which is up twenty-five percent from a year ago and has been growing at double digit rates for four consecutive months. However, heading into the fall it will be difficult to sustain the growth momentum in purchases because the lack of supply is already exhibiting a constraint on sales activity.

What's Ahead:

Interest rates are likely to remain low which will keep demand high. Despite the variables that the pandemic has thrown into the mix, housing stats remain aligned to the seasonal trends of previous years, which give us insights into what to expect in the winter months.

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

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

YTD Stats Report

Report Criteria: Reflecting YTD data through: August 2020 | Type: Residential | Run Date: 9/12/2020

County	YTD Median Price			YTD Sales		
	Through 8/2020	Through 8/2019	% Change	Through 8/2020	Through 8/2019	% Change
Adams	155,750	140,000	+11.3%	422	383	+10.2%
Green Lake	166,700	137,500	+21.2%	202	172	+17.4%
Marquette	166,000	142,000	+16.9%	160	164	-2.4%
Waushara	156,500	152,300	+2.8%	282	223	+26.5%
Region 1	159,200	143,250	+11.1%	1,066	942	+13.2%

County	YTD Median Price			YTD Sales		
	Through 8/2020	Through 8/2019	% Change	Through 8/2020	Through 8/2019	% Change
Crawford	129,500	139,000	-6.8%	130	129	+0.8%
Richland	154,500	150,500	+2.7%	101	88	+14.8%
Vernon	173,000	164,000	+5.5%	197	180	+9.4%
Region 2	158,500	150,500	+5.3%	428	397	+7.8%

County	YTD Median Price			YTD Sales		
	Through 8/2020	Through 8/2019	% Change	Through 8/2020	Through 8/2019	% Change
Dane	312,000	295,722	+5.5%	5,430	5,556	-2.3%
Region 3	312,000	295,722	+5.5%	5,430	5,556	-2.3%

County	YTD Median Price			YTD Sales		
	Through 8/2020	Through 8/2019	% Change	Through 8/2020	Through 8/2019	% Change
Grant	143,450	139,716	+2.7%	292	258	+13.2%
Iowa	206,700	179,000	+15.5%	172	168	+2.4%
Lafayette	150,000	123,400	+21.6%	104	93	+11.8%
Region 4	159,900	150,000	+6.6%	568	519	+9.4%

County	YTD Median Price			YTD Sales		
	Through 8/2020	Through 8/2019	% Change	Through 8/2020	Through 8/2019	% Change
Green	189,750	194,750	-2.6%	270	284	-4.9%
Rock	181,500	168,500	+7.7%	1,454	1,542	-5.7%
Region 5	183,000	170,250	+7.5%	1,724	1,826	-5.6%

County	YTD Median Price			YTD Sales		
	Through 8/2020	Through 8/2019	% Change	Through 8/2020	Through 8/2019	% Change
Columbia	222,500	206,750	+7.6%	537	522	+2.9%
Dodge	175,000	165,000	+6.1%	717	644	+11.3%
Sauk	225,000	197,900	+13.7%	616	655	-6.0%
Region 6	206,500	190,000	+8.7%	1,870	1,821	+2.7%

YTD RASCW Region Median Price		
Through 8/2020	Through 8/2019	% Change
249,900	235,000	+6.3%

YTD RASCW Region Sales		
Through 8/2020	Through 8/2019	% Change
11,086	11,061	+0.2%



Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: August 2020 | Type: Residential | Run Date: 9/12/2020

County	Median Price			Sales			Months Inventory		
	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Adams	185,000	144,900	+27.7%	96	69	+39.1%	4.1	9.8	-58.2%
Green Lake	227,700	215,850	+5.5%	39	30	+30.0%	5.9	8.9	-33.7%
Marquette	202,500	115,000	+76.1%	30	37	-18.9%	5.4	8.5	-36.5%
Waushara	198,500	155,000	+28.1%	56	39	+43.6%	4.5	8.1	-44.4%
Region 1	200,000	148,500	+34.7%	221	175	+26.3%	4.7	9	-47.8%
County	Median Price			Sales			Months Inventory		
	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Crawford	136,900	145,500	-5.9%	21	30	-30.0%	7.2	8.9	-19.1%
Richland	220,000	185,250	+18.8%	21	14	+50.0%	4.6	9.4	-51.1%
Vernon	179,000	180,000	-0.6%	36	35	+2.9%	5.9	6.6	-10.6%
Region 2	178,450	165,000	+8.2%	78	79	-1.3%	6	8	-25.0%
County	Median Price			Sales			Months Inventory		
	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Dane	320,277	300,000	+6.8%	849	835	+1.7%	3.4	3.8	-10.5%
Region 3	320,277	300,000	+6.8%	849	835	+1.7%	3.4	3.8	-10.5%
County	Median Price			Sales			Months Inventory		
	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Grant	143,500	128,250	+11.9%	54	44	+22.7%	4.8	7.4	-35.1%
Iowa	203,000	177,900	+14.1%	39	33	+18.2%	4.1	6.7	-38.8%
Lafayette	178,000	164,000	+8.5%	20	19	+5.3%	4.9	5.8	-15.5%
Region 4	163,000	155,833	+4.6%	113	96	+17.7%	4.6	6.9	-33.3%
County	Median Price			Sales			Months Inventory		
	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Green	199,000	192,000	+3.6%	44	49	-10.2%	3.9	4.4	-11.4%
Rock	190,000	175,000	+8.6%	218	249	-12.4%	3.1	3.6	-13.9%
Region 5	191,000	175,750	+8.7%	262	298	-12.1%	3.2	3.7	-13.5%
County	Median Price			Sales			Months Inventory		
	8/2020	8/2019	% Change	8/2020	8/2019	% Change	8/2020	8/2019	% Change
Columbia	227,500	213,000	+6.8%	107	91	+17.6%	3.4	5.1	-33.3%
Dodge	188,000	167,900	+12.0%	113	131	-13.7%	3.3	4.8	-31.3%
Sauk	220,000	222,500	-1.1%	101	123	-17.9%	3.9	5.6	-30.4%
Region 6	212,000	199,900	+6.1%	321	345	-7.0%	3.5	5.2	-32.7%

RASCW Market Area Median Price

8/2020	8/2019	% Change
256,000	235,000	+8.9%

RASCW Market Area Sales

8/2020	8/2019	% Change
1,844	1,828	+0.9%

RASCW Market Area Months Inventory

8/2020	8/2019	% Change
3.7	4.8	-22.9%

RASCW Market Area New Listings

8/2020	8/2019	% Change
1,789	1,908	-6.2%

RASCW Market Area Total Listings

8/2020	8/2019	% Change
4,940	6,528	-24.3%

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	178	586	3.6
\$125,000 - \$199,999	148	444	4.0
\$200,000 - \$349,999	167	411	4.9
\$350,000 - \$499,999	62	91	8.2
\$500,000+	69	77	10.8

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	71	195	4.4
\$125,000 - \$199,999	78	217	4.3
\$200,000 - \$349,999	90	152	7.1
\$350,000 - \$499,999	35	37	11.4
\$500,000+	33	12	33.0

Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	35	144	2.9
\$125,000 - \$199,999	182	998	2.2
\$200,000 - \$349,999	893	3,836	2.8
\$350,000 - \$499,999	649	1,929	4.0
\$500,000+	432	901	5.8

Grant/Iowa/Lafayette Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	91	274	4.0
\$125,000 - \$199,999	85	311	3.3
\$200,000 - \$349,999	77	196	4.7
\$350,000 - \$499,999	28	38	8.8
\$500,000+	44	35	15.1

Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	113	541	2.5
\$125,000 - \$199,999	199	1,025	2.3
\$200,000 - \$349,999	270	865	3.7
\$350,000 - \$499,999	71	163	5.2
\$500,000+	49	44	13.4

Sauk/Columbia/Dodge Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	82	418	2.4
\$125,000 - \$199,999	201	953	2.5
\$200,000 - \$349,999	299	980	3.7
\$350,000 - \$499,999	126	280	5.4
\$500,000+	83	106	9.4