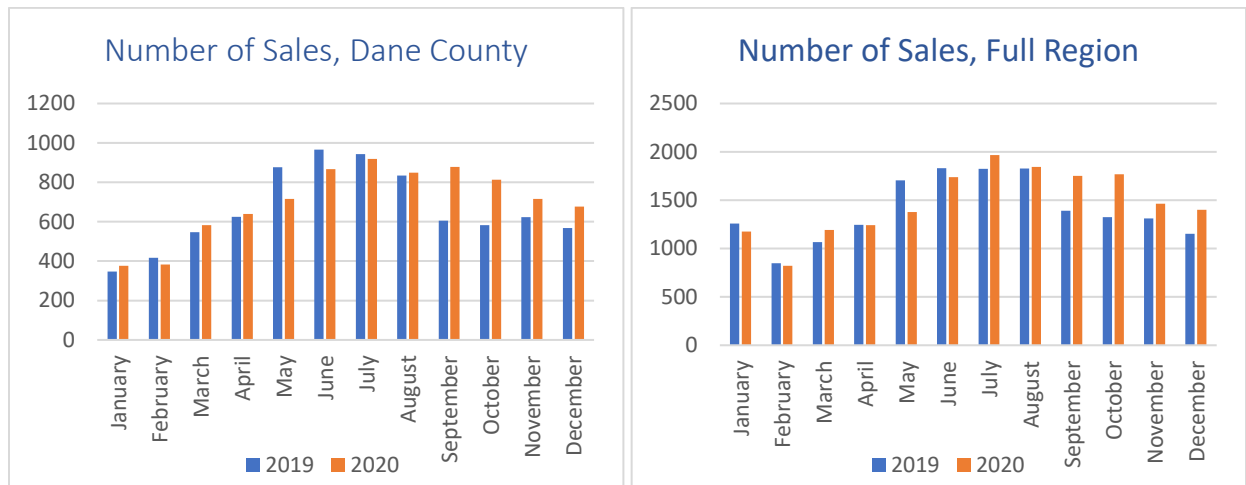


Market Statistics: January-December 2020

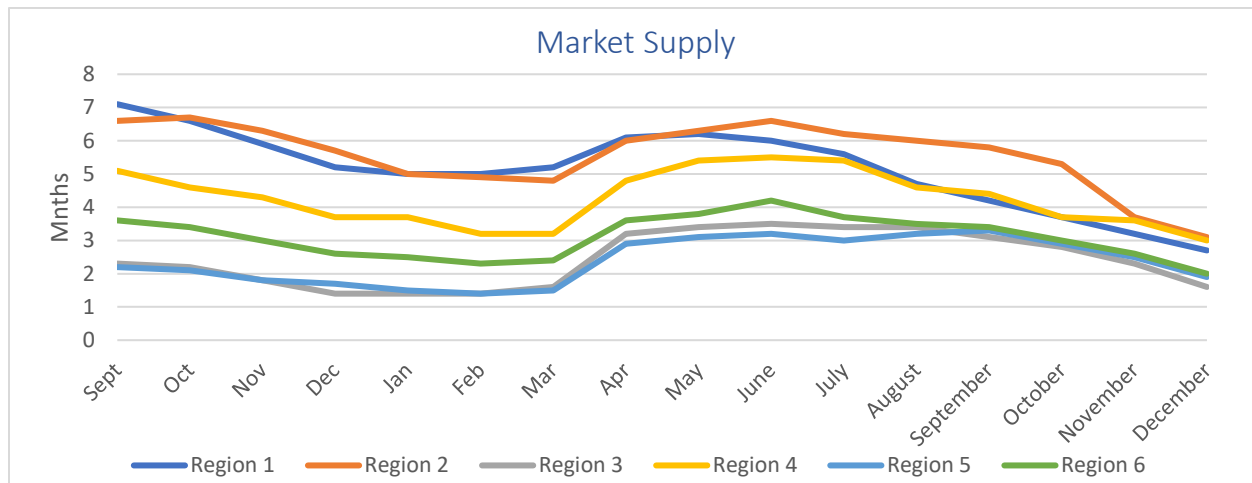
Home Sales:

2020 proved to be an unprecedented year in more ways than one. Despite the COVID-19 pandemic and the orders to close businesses and reduce interaction, sales throughout our region increased by 1,369. The requirements to stay home not only created a focus on home improvement, but it also highlighted for some that their home no longer fit the bill. This increased demand for the properties that were willing to list. In Dane County the number of sales increased 8.3% to 8,595 sales in 2020.



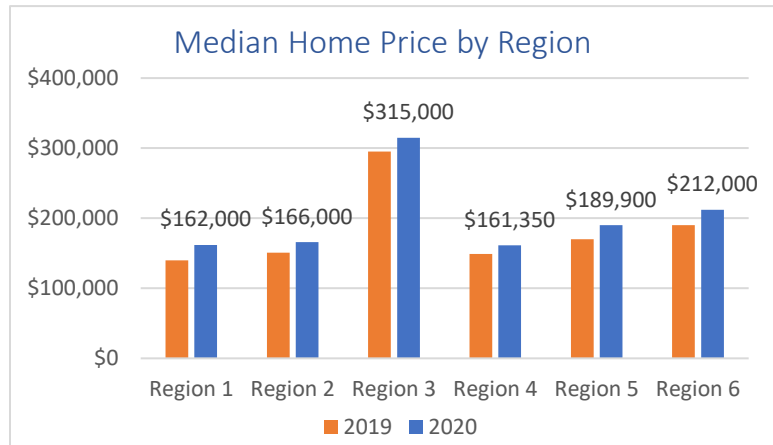
Inventory:

What makes the 5th straight month of increases in sales amazing is the continued lack of inventory. Since August, not a single region has a supply over 5 months, and in December the supply averaged just 2 months. In December, Dane County had just 1.6 months of inventory.



Home Prices:

The increased demand and lack of supply has resulted in an increase in pressure on housing prices. The average rate of median price increase throughout the region is 8.4%. Dane County's increase was 6.8% while Region 6 (Columbia, Dodge, Sauk) had a median increase of 11.6%.



Interest Rates: December 31, 2.67% for a 30-year fixed

A new year, a new record low mortgage rate. Despite a full percentage point decline in rates over the past year, housing affordability has decreased because these low rates have been offset by rising home prices. However, the forces behind the drop in rates have been shifting over the last few months and rates are poised to rise modestly this year. The combination of rising mortgage rates and increasing home prices will accelerate the decline in affordability and further squeeze potential homebuyers during the spring home sales season.

What's Ahead:

Despite what is typically a slow season for real estate, unmet demand has carried over from the summer and fall and pushed sales activity into the winter months. Optimism for a new year combined, record low interest rates, and flexible employment options has given some buyers courage to face the obstacles in the current market. As home prices and mortgage rates increase, some buyers may be priced out of certain markets, but it is still anticipated to be a highly competitive housing market through 2021 at least.

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 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: December 2020 | Type: Residential | Run Date: 1/12/2021

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	12/2020	12/2019		12/2020	12/2019	
Adams	161,000	140,000	+15.0%	645	606	+6.4%
Green Lake	178,750	135,000	+32.4%	316	274	+15.3%
Marquette	162,500	136,000	+19.5%	263	253	+4.0%
Waushara	155,000	147,000	+5.4%	439	352	+24.7%
Region Total	162,000	140,000	+15.7%	1,663	1,485	+12.0%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	12/2020	12/2019		12/2020	12/2019	
Crawford	140,000	139,000	+0.7%	209	185	+13.0%
Richland	162,000	139,000	+16.5%	151	137	+10.2%
Vernon	185,900	167,000	+11.3%	335	265	+26.4%
Region Total	166,000	151,000	+9.9%	695	587	+18.4%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	12/2020	12/2019		12/2020	12/2019	
Dane	315,000	295,000	+6.8%	8,595	7,937	+8.3%
Region Total	315,000	295,000	+6.8%	8,595	7,937	+8.3%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	12/2020	12/2019		12/2020	12/2019	
Grant	145,000	138,000	+5.1%	460	419	+9.8%
Iowa	215,000	175,750	+22.3%	267	252	+6.0%
Lafayette	150,500	128,000	+17.6%	154	134	+14.9%
Region Total	161,350	149,000	+8.3%	881	805	+9.4%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	12/2020	12/2019		12/2020	12/2019	
Green	209,000	189,000	+10.6%	458	433	+5.8%
Rock	185,700	169,900	+9.3%	2,374	2,307	+2.9%
Region Total	189,900	170,000	+11.7%	2,832	2,740	+3.4%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	12/2020	12/2019		12/2020	12/2019	
Columbia	225,313	208,000	+8.3%	846	751	+12.6%
Dodge	184,900	165,000	+12.1%	1,106	968	+14.3%
Sauk	228,400	196,500	+16.2%	993	969	+2.5%
Region Total	212,000	189,900	+11.6%	2,945	2,688	+9.6%

YTD RASCW Region Median Price		
Through	Through	% Change
12/2020	12/2019	
253,500	233,950	+8.4%

YTD RASCW Region Sales		
Through	Through	% Change
12/2020	12/2019	
17,611	16,242	+8.4%

Monthly Stats Report

Report Criteria: Reflecting data for: December 2020 | Type: Residential | Run Date: 1/12/2021

		Median Price			Sales			Months Inventory		
County		12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
	Adams	220,000	140,000	+57.1%	35	47	-25.5%	3.0	5.5	-45.5%
	Green Lake	200,000	95,000	+110.5%	29	17	+70.6%	3.4	7.5	-54.7%
	Marquette	196,000	187,500	+4.5%	18	15	+20.0%	3.1	6.4	-51.6%
	Waushara	148,000	149,500	-1.0%	26	27	-3.7%	1.7	6.2	-72.6%
Region Total		189,000	137,950	+37.0%	108	106	+1.9%	2.7	6.2	-56.5%
		Median Price			Sales			Months Inventory		
County		12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
	Crawford	240,000	145,000	+65.5%	13	11	+18.2%	3.4	8.4	-59.5%
	Richland	150,500	90,000	+67.2%	12	13	-7.7%	3.6	7.6	-52.6%
	Vernon	205,000	166,000	+23.5%	29	17	+70.6%	2.8	6.1	-54.1%
Region Total		196,250	135,000	+45.4%	54	41	+31.7%	3.1	7.2	-56.9%
		Median Price			Sales			Months Inventory		
County		12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
	Dane	318,250	290,000	+9.7%	676	568	+19.0%	1.6	2.6	-38.5%
Region Total		318,250	290,000	+9.7%	676	568	+19.0%	1.6	2.6	-38.5%
		Median Price			Sales			Months Inventory		
County		12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
	Grant	169,000	122,000	+38.5%	33	45	-26.7%	3.2	4.9	-34.7%
	Iowa	219,000	159,000	+37.7%	27	19	+42.1%	2.8	5.0	-44.0%
	Lafayette	NA	NA	NA	9	5	+80.0%	3.0	5.8	-48.3%
Region Total		190,000	141,000	+34.8%	69	69	0.0%	3	5.1	-41.2%
		Median Price			Sales			Months Inventory		
County		12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
	Green	212,000	160,000	+32.5%	39	29	+34.5%	1.9	2.5	-24.0%
	Rock	205,000	166,000	+23.5%	217	160	+35.6%	1.9	2.9	-34.5%
Region Total		206,000	165,000	+24.8%	256	189	+35.4%	1.9	2.8	-32.1%

County	Median Price			Sales			Months Inventory		
	12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
Columbia	224,250	189,900	+18.1%	66	43	+53.5%	1.8	3.8	-52.6%
Dodge	189,000	162,000	+16.7%	83	77	+7.8%	1.9	3.5	-45.7%
Sauk	225,000	200,969	+12.0%	88	60	+46.7%	2.3	3.8	-39.5%
Region Total	215,000	182,500	+17.8%	237	180	+31.7%	2	3.7	-45.9%

RASCW Market Area Median Price			RASCW Market Area Sales		
12/2020	12/2019	% Change	12/2020	12/2019	% Change
260,000	230,000	+13.0%	1,400	1,153	+21.4%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
12/2020	12/2019	% Change	12/2020	12/2019	% Change	12/2020	12/2019	% Change
2	3.4	-41.2%	709	678	+4.6%	2,892	4,656	-37.9%

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	558	2.3
\$125,000 - \$199,999	87	460	2.3
\$200,000 - \$349,999	104	446	2.8
\$350,000 - \$499,999	38	110	4.1
\$500,000+	40	89	5.4

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	46	183	3.0
\$125,000 - \$199,999	48	246	2.3
\$200,000 - \$349,999	54	193	3.4
\$350,000 - \$499,999	12	50	2.9
\$500,000+	21	21	12.0

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	27	149	2.2
\$125,000 - \$199,999	114	1,014	1.3
\$200,000 - \$349,999	440	4,140	1.3
\$350,000 - \$499,999	346	2,192	1.9
\$500,000+	242	1,100	2.6

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	65	255	3.1
\$125,000 - \$199,999	55	312	2.1
\$200,000 - \$349,999	52	219	2.8
\$350,000 - \$499,999	26	53	5.9
\$500,000+	24	42	6.9

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	85	511	2.0
\$125,000 - \$199,999	129	1,063	1.5
\$200,000 - \$349,999	165	999	2.0
\$350,000 - \$499,999	42	194	2.6
\$500,000+	31	65	5.7

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	57	391	1.7
\$125,000 - \$199,999	157	982	1.9
\$200,000 - \$349,999	168	1,107	1.8
\$350,000 - \$499,999	65	339	2.3
\$500,000+	43	126	4.1