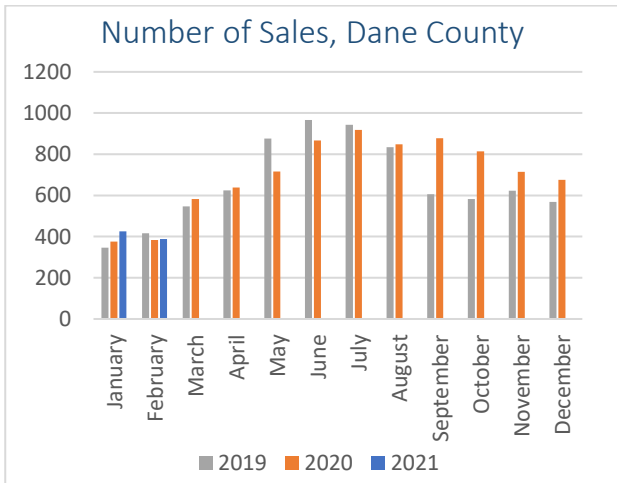
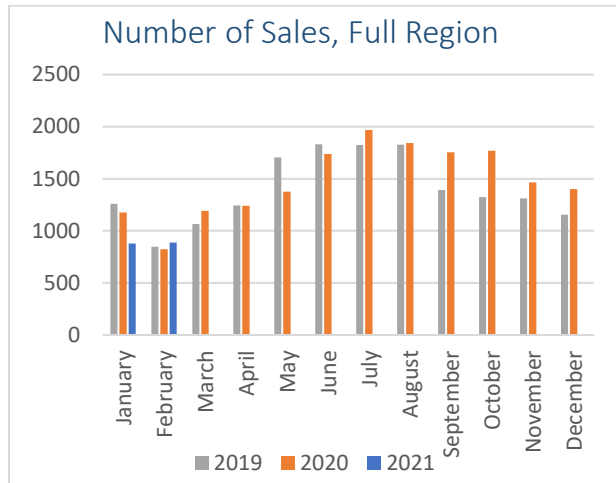


Market Statistics: February 2021

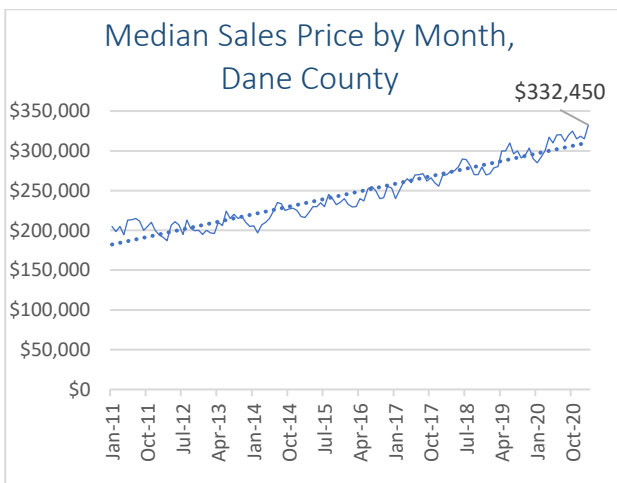
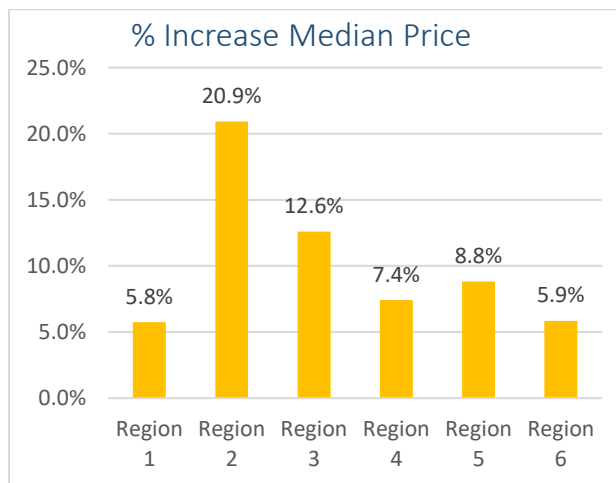
Home Sales:

While February home sales followed the trend of being slightly behind January's numbers, they outperformed 2020's February sales numbers. 886 versus 826 for the full region and 388 vs 383 in Dane County.



Home Prices:

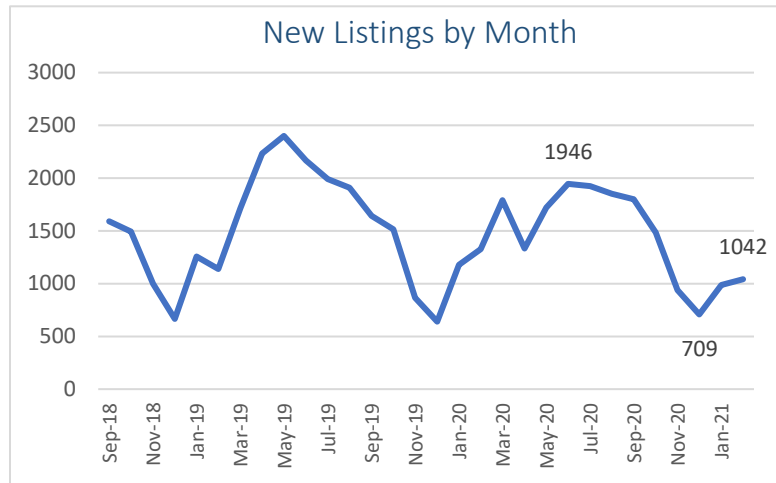
With intense demand continuing throughout the region, home prices have continued to increase. Region 2 (Crawford, Richland Vernon) experience the largest jump in Median price, but that is most likely explained by one or two larger transactions since there are fewer to offset the increase. However it should be noted that Dane County saw a 12.6% increase over last year, a jump worth noting.



Inventory:

Supply has stayed relatively flat over the past three months. Averaging 2, or 2 months to sell the current inventory based on activity in the past 30 days. Dane County falls slightly below the average at 1.8 months and no region have 3 months supply.

With demand remaining high, the number of new listings on the market greatly impact the supply equation. New listing activity has been increasing over the past two months as the snow melts and optimism grows.



Interest Rates: February 25th, 2.97% for a 30-year fixed

Since reaching a low point in January, mortgage rates have risen by more than 30 basis points, and the impact on purchase demand has been noticeable. While purchase activity remains high, it has cooled off over the last few weeks and is currently on par with early March, prior to the pandemic. However, the rise in mortgage rates over the next couple of months is likely to be more muted in comparison to the last few weeks, and we expect a strong spring sales season.

What's Ahead:

The housing market remains strong, mirroring the general seasonality trends in sales and listing activity. The continued high demand will put additional pressure on housing prices, providing great benefit for those who chose to list.

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: February 2021 | Type: Residential | Run Date: 3/12/2021

County	YTD Median Price			YTD Sales		
	Through 2/2021	Through 2/2020	% Change	Through 2/2021	Through 2/2020	% Change
Adams	136,500	173,500	-21.3%	67	45	+48.9%
Green Lake	173,500	186,000	-6.7%	32	20	+60.0%
Marquette	165,000	146,000	+13.0%	29	23	+26.1%
Waushara	157,500	130,000	+21.2%	22	43	-48.8%
Region Total	160,750	152,000	+5.8%	150	131	+14.5%

County	YTD Median Price			YTD Sales		
	Through 2/2021	Through 2/2020	% Change	Through 2/2021	Through 2/2020	% Change
Crawford	139,725	130,000	+7.5%	15	25	-40.0%
Richland	155,400	115,000	+35.1%	17	15	+13.3%
Vernon	161,500	128,500	+25.7%	35	18	+94.4%
Region Total	155,400	128,500	+20.9%	67	58	+15.5%

County	YTD Median Price			YTD Sales		
	Through 2/2021	Through 2/2020	% Change	Through 2/2021	Through 2/2020	% Change
Dane	325,000	288,638	+12.6%	815	779	+4.6%
Region Total	325,000	288,638	+12.6%	815	779	+4.6%

County	YTD Median Price			YTD Sales		
	Through 2/2021	Through 2/2020	% Change	Through 2/2021	Through 2/2020	% Change
Grant	149,900	133,000	+12.7%	47	37	+27.0%
Iowa	204,000	219,900	-7.2%	28	25	+12.0%
Lafayette	115,000	136,500	-15.8%	15	20	-25.0%
Region Total	156,950	146,100	+7.4%	90	82	+9.8%

County	YTD Median Price			YTD Sales		
	Through 2/2021	Through 2/2020	% Change	Through 2/2021	Through 2/2020	% Change
Green	200,000	155,000	+29.0%	45	30	+50.0%
Rock	185,000	170,000	+8.8%	301	247	+21.9%
Region Total	185,000	170,000	+8.8%	346	277	+24.9%

County	YTD Median Price			YTD Sales		
	Through 2/2021	Through 2/2020	% Change	Through 2/2021	Through 2/2020	% Change
Columbia	212,500	199,900	+6.3%	92	71	+29.6%
Dodge	185,000	165,000	+12.1%	107	107	0.0%
Sauk	211,000	199,500	+5.8%	106	95	+11.6%
Region Total	199,000	188,000	+5.9%	305	273	+11.7%

YTD RASCW Region Median Price		
Through 2/2021	Through 2/2020	% Change
249,560	227,551	+9.7%

YTD RASCW Region Sales		
Through 2/2021	Through 2/2020	% Change
1,773	1,600	+10.8%



Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: February 2021 | Type: Residential | Run Date: 3/12/2021

County	Median Price		
	2/2021	2/2020	% Change
Adams	165,000	182,750	-9.7%
Green Lake	245,000	160,000	+53.1%
Marquette	162,750	122,500	+32.9%
Waushara	115,000	91,750	+25.3%
Region Total	165,000	135,000	+22.2%

	Sales		
	2/2021	2/2020	% Change
	41	26	+57.7%
	23	9	+155.6%
	18	10	+80.0%
	13	24	-45.8%
Region Total	95	69	+37.7%

	Months Inventory		
	2/2021	2/2020	% Change
	2.4	5.3	-54.7%
	2.9	8.3	-65.1%
	2.5	6.0	-58.3%
	1.8	5.7	-68.4%
Region Total	2.3	6	-61.7%

County	Median Price		
	2/2021	2/2020	% Change
Crawford	NA	NA	NA
Richland	155,400	130,000	+19.5%
Vernon	158,250	112,500	+40.7%
Region Total	155,000	130,000	+19.2%

	Sales		
	2/2021	2/2020	% Change
	6	17	-64.7%
	11	13	-15.4%
	18	8	+125.0%
Region Total	35	38	-7.9%

	Months Inventory		
	2/2021	2/2020	% Change
	3.3	7.1	-53.5%
	2.6	7.4	-64.9%
	2.6	6.5	-60.0%
Region Total	2.8	6.9	-59.4%

County	Median Price		
	2/2021	2/2020	% Change
Dane	332,450	292,000	+13.9%
Region Total	332,450	292,000	+13.9%

	Sales		
	2/2021	2/2020	% Change
	388	395	-1.8%
Region Total	388	395	-1.8%

	Months Inventory		
	2/2021	2/2020	% Change
	1.8	3.2	-43.8%
Region Total	1.8	3.2	-43.8%

County	Median Price		
	2/2021	2/2020	% Change
Grant	128,000	126,850	+0.9%
Iowa	200,000	173,500	+15.3%
Lafayette	NA	NA	NA
Region Total	132,500	147,550	-10.2%

	Sales		
	2/2021	2/2020	% Change
	16	20	-20.0%
	13	13	0.0%
	6	11	-45.5%
Region Total	35	44	-20.5%

	Months Inventory		
	2/2021	2/2020	% Change
	2.8	4.9	-42.9%
	2.9	5.1	-43.1%
	3.3	5.2	-36.5%
Region Total	2.9	5	-42.0%

County	Median Price		
	2/2021	2/2020	% Change
Green	221,950	155,000	+43.2%
Rock	184,000	163,100	+12.8%
Region Total	191,750	163,000	+17.6%

	Sales		
	2/2021	2/2020	% Change
	26	17	+52.9%
	158	141	+12.1%
Region Total	184	158	+16.5%

	Months Inventory		
	2/2021	2/2020	% Change
	1.7	3.3	-48.5%
	1.7	2.8	-39.3%
Region Total	1.7	2.9	-41.4%

County	Median Price			Sales			Months Inventory		
	2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change
Columbia	205,000	172,000	+19.2%	48	33	+45.5%	1.7	3.8	-55.3%
Dodge	170,700	182,700	-6.6%	58	58	0.0%	1.9	3.7	-48.6%
Sauk	182,500	199,500	-8.5%	43	45	-4.4%	2.2	3.9	-43.6%
Region Total	189,900	182,700	+3.9%	149	136	+9.6%	1.9	3.8	-50.0%

RASCW Market Area Median Price			RASCW Market Area Sales		
2/2021	2/2020	% Change	2/2021	2/2020	% Change
242,250	225,500	+7.4%	886	840	+5.5%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
2/2021	2/2020	% Change	2/2021	2/2020	% Change	2/2021	2/2020	% Change
2	3.7	-45.9%	1,042	1,403	-25.7%	2,941	5,042	-41.7%

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	91	559	2.0
\$125,000 - \$199,999	66	465	1.7
\$200,000 - \$349,999	105	450	2.8
\$350,000 - \$499,999	33	116	3.4
\$500,000+	37	93	4.8

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	37	177	2.5
\$125,000 - \$199,999	51	249	2.5
\$200,000 - \$349,999	46	202	2.7
\$350,000 - \$499,999	17	50	4.1
\$500,000+	16	27	7.1

Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	15	151	1.2
\$125,000 - \$199,999	99	995	1.2
\$200,000 - \$349,999	490	4,123	1.4
\$350,000 - \$499,999	392	2,248	2.1
\$500,000+	319	1,126	3.4

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	59	255	2.8
\$125,000 - \$199,999	58	310	2.2
\$200,000 - \$349,999	52	228	2.7
\$350,000 - \$499,999	24	57	5.1
\$500,000+	24	41	7.0

Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	77	520	1.8
\$125,000 - \$199,999	114	1,071	1.3
\$200,000 - \$349,999	171	1,042	2.0
\$350,000 - \$499,999	34	203	2.0
\$500,000+	30	67	5.4

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	53	392	1.6
\$125,000 - \$199,999	127	991	1.5
\$200,000 - \$349,999	190	1,124	2.0
\$350,000 - \$499,999	70	349	2.4
\$500,000+	44	124	4.3