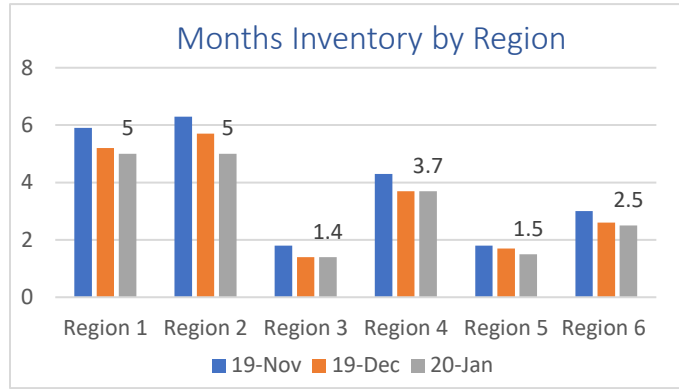


Market Statistics: January 2020

Sales:

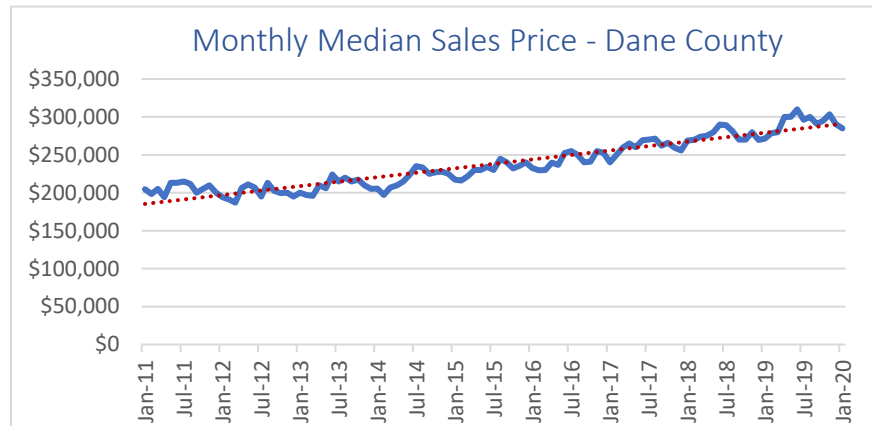
With low interest rates taking center stage, January offered a second straight month of growth in sales. The MLS totaled 748 sales, and increase of 4.8%, while Dane County saw had 376, an increase of 8.4% over 2019. The increase in sales has led to an even tighter supply in most regions, ending at 2.2 months of inventory across all 16 counties.



Price:

The robust sales in the past two months has put more pressure on sales prices. The full MLS ended January with a median price of \$227,551 or total increase of 8.1%.

Dane County's increase in price was 4.5% with a median sales price of \$285,000.



Interest Rates:

3.47% - 30 yr fixed

With mortgage rates hovering near a five-decade low, refinance application activity is once again surging, rising to the highest level in seven years. This surge coupled with strong purchase activity means that total mortgage demand remains robust, reflective of a solid economic backdrop and a very low mortgage rate environment.

What's Ahead:

Although winter months are often a great time to buy as sellers tend to be more motivated, the increased sales activity has left supply tighter than ever. As supply tightens, affordability will likely become a bigger concern as prices continue to increase. Finding a home can be very challenging when inventories are so low, making working with a REALTOR® who knows the market a key to success.

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					

Monthly Stats Report

Report Criteria: Reflecting data for: January 2020 | Type: Residential | Run Date: 2/12/2020

Median Price				Sales				Months Inventory			
County	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change		
Adams	173,500	120,000	+44.6%	19	21	-9.5%	4.4	5.6	-21.4%		
Green Lake	212,000	105,000	+101.9%	11	15	-26.7%	6.0	6.5	-7.7%		
Marquette	147,000	110,000	+33.6%	13	11	+18.2%	5.3	5.6	-5.4%		
Waushara	170,000	143,500	+18.5%	19	20	-5.0%	5.1	4.1	+24.4%		
Region Total	161,500	113,500	+42.3%	62	67	-7.5%	5	5.4	-7.4%		

Median Price				Sales				Months Inventory			
County	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change		
Crawford	NA	NA	NA	8	5	+60.0%	5.7	6.3	-9.5%		
Richland	NA	NA	NA	2	3	-33.3%	4.2	4.2	0.0%		
Vernon	128,500	120,000	+7.1%	10	10	0.0%	4.9	3.4	+44.1%		
Region Total	96,500	122,500	-21.2%	20	18	+11.1%	5	4.4	+13.6%		

Median Price				Sales				Months Inventory			
County	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change		
Dane	285,000	272,700	+4.5%	376	347	+8.4%	1.4	1.6	-12.5%		
Region Total	285,000	272,700	+4.5%	376	347	+8.4%	1.4	1.6	-12.5%		

Median Price				Sales				Months Inventory			
County	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change		
Grant	141,000	130,000	+8.5%	17	17	0.0%	3.6	4.0	-10.0%		
Iowa	270,000	133,500	+102.2%	12	7	+71.4%	3.5	4.0	-12.5%		
Lafayette	NA	NA	NA	8	8	0.0%	4.1	4.3	-4.7%		
Region Total	145,000	131,750	+10.1%	37	32	+15.6%	3.7	4.1	-9.8%		

Median Price				Sales				Months Inventory			
County	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change		
Green	155,000	215,000	-27.9%	13	23	-43.5%	1.9	2.2	-13.6%		
Rock	176,500	149,950	+17.7%	105	118	-11.0%	1.5	2.0	-25.0%		
Region Total	172,450	153,000	+12.7%	118	141	-16.3%	1.5	2	-25.0%		

County	Median Price			Sales			Months Inventory		
	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
Columbia	218,750	145,250	+50.6%	38	26	+46.2%	2.3	2.6	-11.5%
Dodge	155,000	168,500	-8.0%	48	38	+26.3%	2.7	2.8	-3.6%
Sauk	197,000	180,000	+9.4%	49	45	+8.9%	2.6	3.1	-16.1%
Region Total	190,000	169,000	+12.4%	135	109	+23.9%	2.5	2.9	-13.8%

RASCW Market Area Median Price			RASCW Market Area Sales		
1/2020	1/2019	% Change	1/2020	1/2019	% Change
227,551	210,500	+8.1%	748	714	+4.8%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
2.2	2.5	-12.0%	1,177	1,258	-6.4%	2,955	3,392	-12.9%

Adams/Marquette/Waushara/Green Lake Price Range Stats

Listing Price Range	Current Properties	Number of Sales	
	For Sale	in Prev 12 months	Months Inventory
\$0 - \$124,999	205	577	4.3
\$125,000 - \$199,999	137	441	3.7
\$200,000 - \$349,999	149	341	5.2
\$350,000 - \$499,999	59	66	10.7
\$500,000+	68	52	15.7

Crawford/Richland/Vernon Price Range Stats

Listing Price Range	Current Properties	Number of Sales	
	For Sale	in Prev 12 months	Months Inventory
\$0 - \$124,999	72	194	4.5
\$125,000 - \$199,999	67	202	4.0
\$200,000 - \$349,999	67	142	5.7
\$350,000 - \$499,999	17	39	5.2
\$500,000+	22	7	37.7

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	11	184	0.7
\$125,000 - \$199,999	77	1,089	0.8
\$200,000 - \$349,999	296	4,007	0.9
\$350,000 - \$499,999	324	1,841	2.1
\$500,000+	225	836	3.2

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	67	271	3.0
\$125,000 - \$199,999	69	299	2.8
\$200,000 - \$349,999	62	187	4.0
\$350,000 - \$499,999	17	33	6.2
\$500,000+	31	18	20.7

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	80	643	1.5
\$125,000 - \$199,999	79	1,056	0.9
\$200,000 - \$349,999	132	834	1.9
\$350,000 - \$499,999	29	135	2.6
\$500,000+	25	36	8.3

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	98	472	2.5
\$125,000 - \$199,999	133	986	1.6
\$200,000 - \$349,999	169	975	2.1
\$350,000 - \$499,999	87	212	4.9
\$500,000+	81	64	15.2