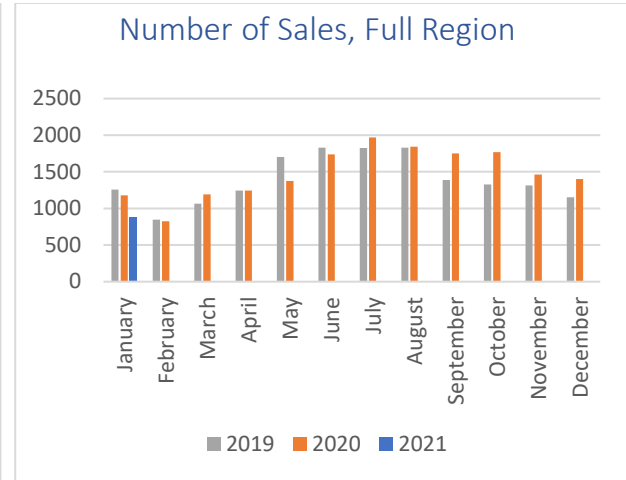
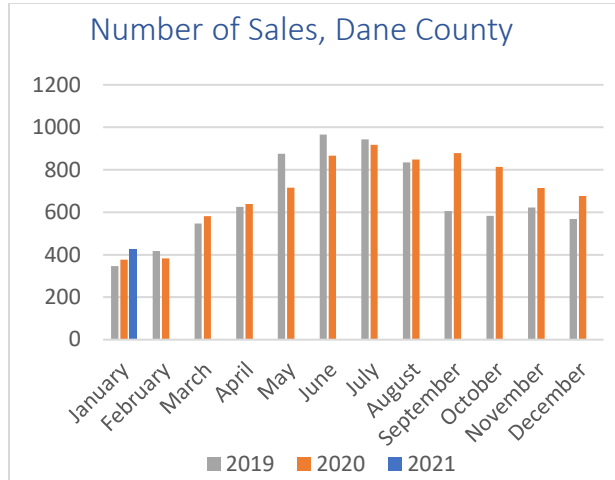


Market Statistics: January 2021

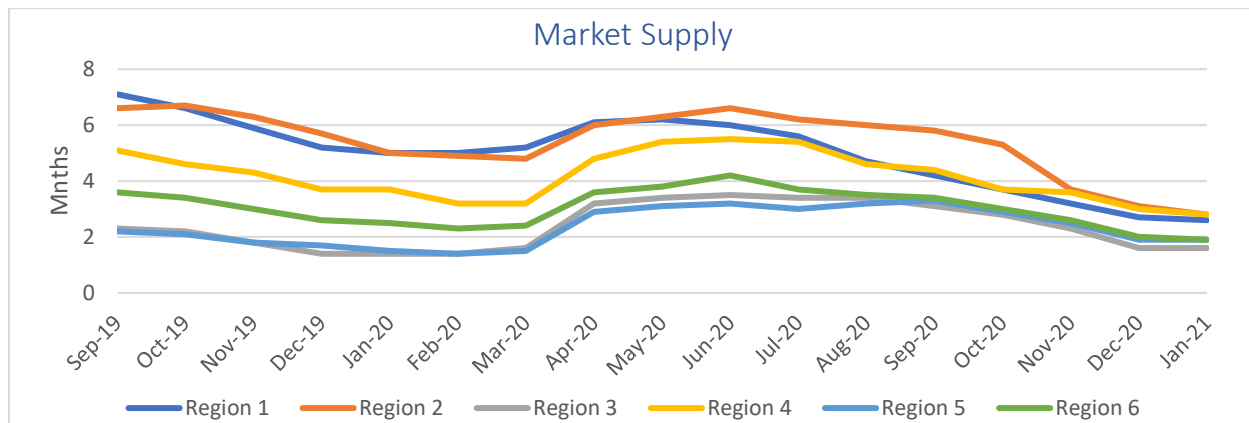
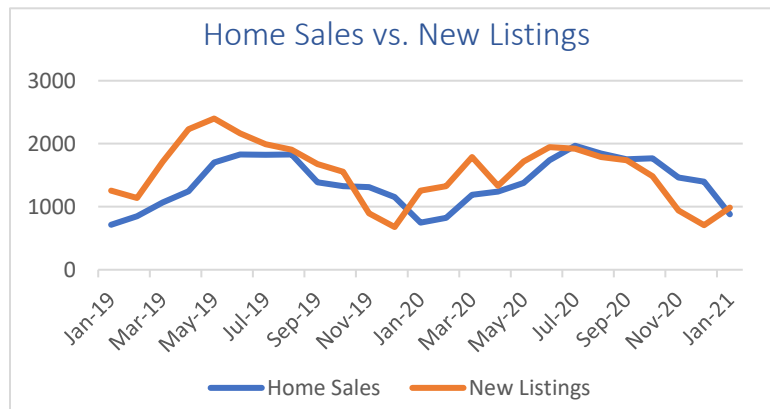
Home Sales:

In January, Dane County experienced another increase in the number of sales, while across the region the number of sales dropped by 25% over 2020.



Inventory:

In January, the number of new listings outpace sales for the first time since June. However, the change was not significant enough to help ease low supply. The number of months of supply (Active listings divided by the last month's sales) remained low in all regions of the MLS. Dane County was at just 1.6 months in January and December.





REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



Interest Rates: January 28, 2.73% for a 30-year fixed

Interest rates have climbed slightly from their low at the beginning of 2021, although still remain lower than the 2.86% in January of 2019. Experts expect that rates will not drop to 2.65% again and will increase slowly until a high of around 3% in the summer months. Further incentive for buyers searching for a home now.

What's Ahead:

The housing market in 2020 surprised us all with its exceptional performance, and we anticipate that 2021 will see another year of brisk sales, prices, and demand. While interest rates may increase slightly, as confidence is found through the COVID-19 vaccines, we anticipate more sellers will be comfortable putting their homes on the market. Whether this will be sufficient to meet continued strong demand remains to be seen. We expect another year of rising prices. Just how much depends on how the balance of supply and demand plays out as the year goes on.

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: January 2021 | Type: Residential | Run Date: 2/12/2021

County	YTD Median Price			YTD Sales		
	Through 1/2021	Through 1/2020	% Change	Through 1/2021	Through 1/2020	% Change
Adams	134,000	173,500	-22.8%	27	19	+42.1%
Green Lake	137,000	212,000	-35.4%	9	11	-18.2%
Marquette	179,900	147,000	+22.4%	11	13	-15.4%
Waushara	245,500	170,000	+44.4%	9	19	-52.6%
Region Total	140,500	161,500	-13.0%	56	62	-9.7%

County	YTD Median Price			YTD Sales		
	Through 1/2021	Through 1/2020	% Change	Through 1/2021	Through 1/2020	% Change
Crawford	117,500	92,500	+27.0%	9	8	+12.5%
Richland	152,950	63,750	+139.9%	6	2	+200.0%
Vernon	166,500	128,500	+29.6%	16	10	+60.0%
Region Total	158,000	96,500	+63.7%	31	20	+55.0%

County	YTD Median Price			YTD Sales		
	Through 1/2021	Through 1/2020	% Change	Through 1/2021	Through 1/2020	% Change
Dane	315,000	285,000	+10.5%	425	384	+10.7%
Region Total	315,000	285,000	+10.5%	425	384	+10.7%

County	YTD Median Price			YTD Sales		
	Through 1/2021	Through 1/2020	% Change	Through 1/2021	Through 1/2020	% Change
Grant	153,900	141,000	+9.1%	31	17	+82.4%
Iowa	208,000	270,000	-23.0%	15	12	+25.0%
Lafayette	115,000	106,000	+8.5%	9	9	0.0%
Region Total	163,000	146,000	+11.6%	55	38	+44.7%

County	YTD Median Price			YTD Sales		
	Through 1/2021	Through 1/2020	% Change	Through 1/2021	Through 1/2020	% Change
Green	160,500	155,000	+3.5%	18	13	+38.5%
Rock	185,000	176,750	+4.7%	141	106	+33.0%
Region Total	185,000	174,900	+5.8%	159	119	+33.6%

County	YTD Median Price			YTD Sales		
	Through 1/2021	Through 1/2020	% Change	Through 1/2021	Through 1/2020	% Change
Columbia	243,000	218,750	+11.1%	43	38	+13.2%
Dodge	185,438	156,000	+18.9%	48	49	-2.0%
Sauk	217,000	203,450	+6.7%	61	50	+22.0%
Region Total	209,500	190,000	+10.3%	152	137	+10.9%

YTD RASCW Region Median Price		
Through 1/2021	Through 1/2020	% Change
252,199	228,000	+10.6%

YTD RASCW Region Sales		
Through 1/2021	Through 1/2020	% Change
878	760	+15.5%



Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: January 2021 | Type: Residential | Run Date: 2/12/2021

Median Price				Sales			Months Inventory		
County	1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
Adams	134,000	173,500	-22.8%	27	19	+42.1%	2.8	5.4	-48.1%
Green Lake	NA	NA	NA	9	11	-18.2%	3.4	7.3	-53.4%
Marquette	179,900	147,000	+22.4%	11	13	-15.4%	2.8	6.1	-54.1%
Waushara	NA	NA	NA	9	19	-52.6%	1.7	5.8	-70.7%
Region Total	140,500	161,500	-13.0%	56	62	-9.7%	2.6	6	-56.7%

Median Price				Sales			Months Inventory		
County	1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
Crawford	NA	NA	NA	9	8	+12.5%	3.0	7.6	-60.5%
Richland	NA	NA	NA	6	2	+200.0%	3.3	7.0	-52.9%
Vernon	166,500	128,500	+29.6%	16	10	+60.0%	2.4	5.9	-59.3%
Region Total	158,000	96,500	+63.7%	31	20	+55.0%	2.8	6.7	-58.2%

Median Price				Sales			Months Inventory		
County	1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
Dane	315,000	285,000	+10.5%	425	384	+10.7%	1.6	2.8	-42.9%
Region Total	315,000	285,000	+10.5%	425	384	+10.7%	1.6	2.8	-42.9%

Median Price				Sales			Months Inventory		
County	1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
Grant	153,900	141,000	+9.1%	31	17	+82.4%	2.8	4.9	-42.9%
Iowa	208,000	270,000	-23.0%	15	12	+25.0%	3.0	5.1	-41.2%
Lafayette	NA	NA	NA	9	9	0.0%	2.6	6.1	-57.4%
Region Total	163,000	146,000	+11.6%	55	38	+44.7%	2.8	5.2	-46.2%

Median Price				Sales			Months Inventory		
County	1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
Green	160,500	155,000	+3.5%	18	13	+38.5%	1.9	3.0	-36.7%
Rock	185,000	176,750	+4.7%	141	106	+33.0%	1.9	2.9	-34.5%
Region Total	185,000	174,900	+5.8%	159	119	+33.6%	1.9	2.9	-34.5%

County	Median Price			Sales			Months Inventory		
	1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
Columbia	243,000	218,750	+11.1%	43	38	+13.2%	1.8	3.7	-51.4%
Dodge	185,438	156,000	+18.9%	48	49	-2.0%	2.0	3.6	-44.4%
Sauk	217,000	203,450	+6.7%	61	50	+22.0%	2.0	3.6	-44.4%
Region Total	209,500	190,000	+10.3%	152	137	+10.9%	1.9	3.6	-47.2%

RASCW Market Area Median Price			RASCW Market Area Sales		
1/2021	1/2020	% Change	1/2021	1/2020	% Change
252,199	228,000	+10.6%	878	760	+15.5%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
1/2021	1/2020	% Change	1/2021	1/2020	% Change	1/2021	1/2020	% Change
1.9	3.5	-45.7%	988	1,245	-20.6%	2,842	4,751	-40.2%

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	106	558	2.3
\$125,000 - \$199,999	77	457	2.0
\$200,000 - \$349,999	104	444	2.8
\$350,000 - \$499,999	36	112	3.9
\$500,000+	46	87	6.3

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	42	183	2.8
\$125,000 - \$199,999	50	250	2.4
\$200,000 - \$349,999	49	199	3.0
\$350,000 - \$499,999	13	51	3.1
\$500,000+	12	24	6.0

Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	19	148	1.5
\$125,000 - \$199,999	103	1,003	1.2
\$200,000 - \$349,999	439	4,165	1.3
\$350,000 - \$499,999	339	2,221	1.8
\$500,000+	263	1,108	2.8

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	60	257	2.8
\$125,000 - \$199,999	56	319	2.1
\$200,000 - \$349,999	43	230	2.2
\$350,000 - \$499,999	29	55	6.3
\$500,000+	23	39	7.1

Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	82	519	1.9
\$125,000 - \$199,999	131	1,069	1.5
\$200,000 - \$349,999	171	1,025	2.0
\$350,000 - \$499,999	42	196	2.6
\$500,000+	25	66	4.5

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	61	387	1.9
\$125,000 - \$199,999	133	987	1.6
\$200,000 - \$349,999	185	1,112	2.0
\$350,000 - \$499,999	67	349	2.3
\$500,000+	36	128	3.4