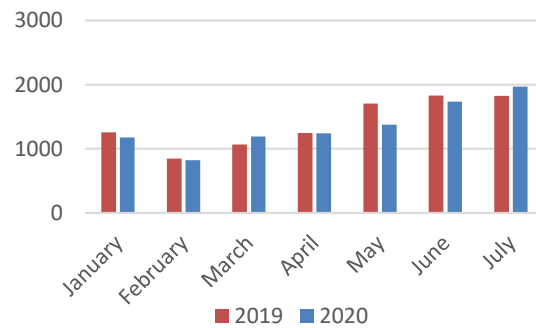


## Market Statistics: Jan-July 2020

### Home Sales:

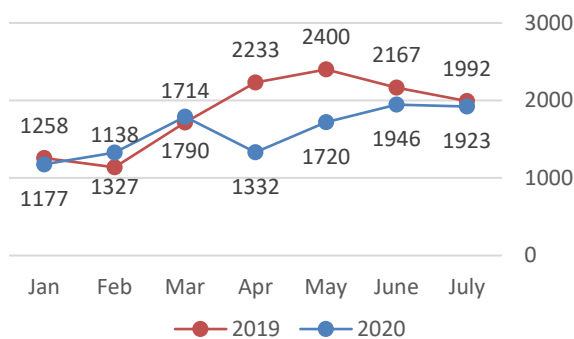
Across the SCWMLS region, the number of sales in July increased by almost 8% as compared with the previous year and over 13% from June. In contrast, in Dane County there were 918 sales in July which was an increase over the previous month, but still represented a reduction when compared to 2019 (943).

Number of Sales, Full Region

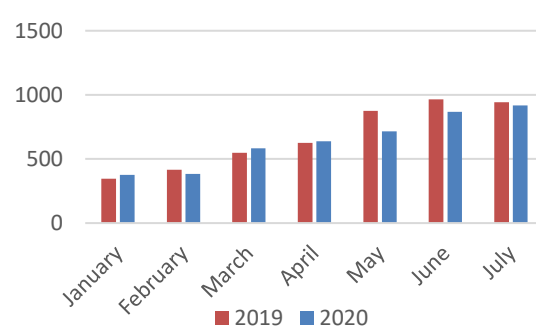


Across the region, the number of new listings in July suggests some additional confidence in the market as the disparity between 2019 & 2020 continues to shrink.

New Listings by Month



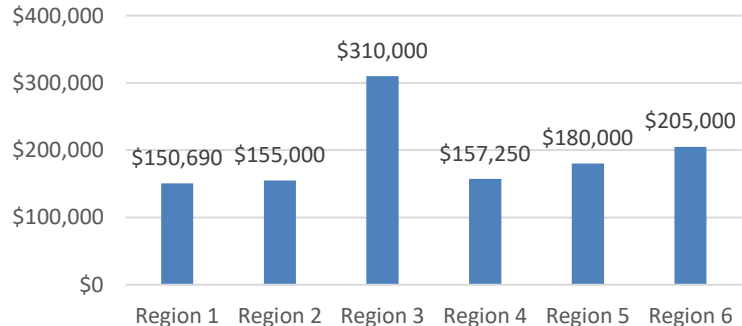
Number of Sales, Dane County



### Home Prices:

Ongoing reduced supply and low interest rates have resulted in pent up demand. This increased demand is causing the median price of homes to increase. In Dane County, the year to date median price is \$310,000, up 5.1% over 2019.

Median Price



### Market Supply:

One of the most accurate measures of the health of a market is

absorption rate, or how long it will take at current market levels to absorb the active inventory. This is measured in months, roughly speaking anything below 5 months is a sellers' market, and anything over 7 months is a buyers' market. Across the region, there is just 3.8 months of active inventory and in Dane county there is just 3.4 months.



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Interest Rates: July 30, 2.99% for a 30-year fixed

Homebuyer demand remains strong, especially for those in search of an entry-level home where the improvement in affordability via lower mortgage rates has a material impact. Even with this week's uptick, very low rates are providing a significant boost to the housing market that continues to hold up well during this time of uncertainty.

**What's Ahead:**

Demand will remain strong, giving sellers an opportunity to benefit from their investments. Buyers will remain in a tougher position as they may often be in competition over limited supply. Housing prices will most likely increase.

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: July 2020 | Type: Residential | Run Date: 8/12/2020

County	YTD Median Price			YTD Sales		
	Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Adams	145,000	140,000	+3.6%	325	314	+3.5%
Green Lake	158,000	133,900	+18.0%	163	142	+14.8%
Marquette	160,500	144,900	+10.8%	130	127	+2.4%
Waushara	145,000	151,100	-4.0%	220	184	+19.6%
<b>Region 1</b>	<b>150,690</b>	<b>142,000</b>	<b>+6.1%</b>	<b>838</b>	<b>767</b>	<b>+9.3%</b>

County	YTD Median Price			YTD Sales		
	Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Crawford	128,500	135,000	-4.8%	109	99	+10.1%
Richland	138,000	147,500	-6.4%	80	74	+8.1%
Vernon	173,000	162,400	+6.5%	160	145	+10.3%
<b>Region 2</b>	<b>155,000</b>	<b>149,750</b>	<b>+3.5%</b>	<b>349</b>	<b>318</b>	<b>+9.7%</b>

County	YTD Median Price			YTD Sales		
	Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Dane	310,000	295,000	+5.1%	4,548	4,721	-3.7%
<b>Region 3</b>	<b>310,000</b>	<b>295,000</b>	<b>+5.1%</b>	<b>4,548</b>	<b>4,721</b>	<b>-3.7%</b>

County	YTD Median Price			YTD Sales		
	Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Grant	143,000	140,000	+2.1%	237	214	+10.7%
Iowa	206,700	180,000	+14.8%	132	135	-2.2%
Lafayette	149,000	118,000	+26.3%	85	74	+14.9%
<b>Region 4</b>	<b>157,250</b>	<b>149,900</b>	<b>+4.9%</b>	<b>454</b>	<b>423</b>	<b>+7.3%</b>

County	YTD Median Price			YTD Sales		
	Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Green	185,000	195,000	-5.1%	225	235	-4.3%
Rock	180,000	167,000	+7.8%	1,232	1,293	-4.7%
<b>Region 5</b>	<b>180,000</b>	<b>170,000</b>	<b>+5.9%</b>	<b>1,457</b>	<b>1,528</b>	<b>-4.6%</b>

County	YTD Median Price			YTD Sales		
	Through 7/2020	Through 7/2019	% Change	Through 7/2020	Through 7/2019	% Change
Columbia	222,000	205,000	+8.3%	429	431	-0.5%
Dodge	173,450	165,000	+5.1%	602	513	+17.3%
Sauk	226,000	191,450	+18.0%	514	532	-3.4%
<b>Region 6</b>	<b>205,000</b>	<b>187,750</b>	<b>+9.2%</b>	<b>1,545</b>	<b>1,476</b>	<b>+4.7%</b>

YTD RASCW Region Median Price		
Through 7/2020	Through 7/2019	% Change
247,000	235,000	+5.1%

YTD RASCW Region Sales		
Through 7/2020	Through 7/2019	% Change
9,191	9,233	-0.5%



# Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

**Report Criteria:** Reflecting data for: July 2020 | Type: Residential | Run Date: 8/12/2020

<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Adams	143,250	139,000	+3.1%	80	75	+6.7%	5.1	9.7	-47.4%
Green Lake	191,500	135,500	+41.3%	45	22	+104.5%	6.9	8.4	-17.9%
Marquette	175,000	173,500	+0.9%	37	32	+15.6%	5.1	9.3	-45.2%
Waushara	164,950	173,450	-4.9%	58	32	+81.3%	5.5	7.5	-26.7%
<b>Region 1</b>	<b>164,950</b>	<b>150,000</b>	<b>+10.0%</b>	<b>220</b>	<b>161</b>	<b>+36.6%</b>	<b>5.6</b>	<b>8.9</b>	<b>-37.1%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Crawford	122,450	173,900	-29.6%	20	17	+17.6%	6.8	9.6	-29.2%
Richland	131,000	121,500	+7.8%	13	14	-7.1%	5.7	8.4	-32.1%
Vernon	190,000	168,450	+12.8%	43	30	+43.3%	6.0	6.6	-9.1%
<b>Region 2</b>	<b>171,000</b>	<b>165,000</b>	<b>+3.6%</b>	<b>76</b>	<b>61</b>	<b>+24.6%</b>	<b>6.2</b>	<b>7.9</b>	<b>-21.5%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Dane	320,250	295,068	+8.5%	918	943	-2.7%	3.4	4.1	-17.1%
<b>Region 3</b>	<b>320,250</b>	<b>295,068</b>	<b>+8.5%</b>	<b>918</b>	<b>943</b>	<b>-2.7%</b>	<b>3.4</b>	<b>4.1</b>	<b>-17.1%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Grant	137,500	142,500	-3.5%	52	41	+26.8%	5.4	7.6	-28.9%
Iowa	179,750	202,500	-11.2%	30	20	+50.0%	5.3	7.2	-26.4%
Lafayette	159,000	117,200	+35.7%	20	16	+25.0%	5.5	6.2	-11.3%
<b>Region 4</b>	<b>155,000</b>	<b>145,000</b>	<b>+6.9%</b>	<b>102</b>	<b>77</b>	<b>+32.5%</b>	<b>5.4</b>	<b>7.2</b>	<b>-25.0%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Green	180,000	194,500	-7.5%	53	43	+23.3%	3.7	4.7	-21.3%
Rock	211,000	183,000	+15.3%	252	249	+1.2%	2.9	3.8	-23.7%
<b>Region 5</b>	<b>206,000</b>	<b>184,200</b>	<b>+11.8%</b>	<b>305</b>	<b>292</b>	<b>+4.5%</b>	<b>3</b>	<b>3.9</b>	<b>-23.1%</b>

County	Median Price			Sales			Months Inventory		
	7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
Columbia	217,000	215,900	+0.5%	87	92	-5.4%	3.8	5.3	-28.3%
Dodge	202,500	186,000	+8.9%	132	91	+45.1%	3.4	5.3	-35.8%
Sauk	223,000	195,000	+14.4%	128	107	+19.6%	4.0	6.1	-34.4%
<b>Region 6</b>	<b>214,900</b>	<b>200,300</b>	<b>+7.3%</b>	<b>347</b>	<b>290</b>	<b>+19.7%</b>	<b>3.7</b>	<b>5.6</b>	<b>-33.9%</b>

RASCW Market Area Median Price			RASCW Market Area Sales		
7/2020	7/2019	% Change	7/2020	7/2019	% Change
254,450	244,900	+3.9%	1,968	1,824	+7.9%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
7/2020	7/2019	% Change	7/2020	7/2019	% Change	7/2020	7/2019	% Change
3.8	5	-24.0%	1,923	1,992	-3.5%	5,119	6,707	-23.7%

#### 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	183	600	3.7
\$125,000 - \$199,999	169	428	4.7
\$200,000 - \$349,999	205	381	6.5
\$350,000 - \$499,999	73	78	11.2
\$500,000+	81	69	14.1

#### 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	67	196	4.1
\$125,000 - \$199,999	88	219	4.8
\$200,000 - \$349,999	98	146	8.1
\$350,000 - \$499,999	31	35	10.6
\$500,000+	30	11	32.7

### Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	36	144	3.0
\$125,000 - \$199,999	194	993	2.3
\$200,000 - \$349,999	856	3,857	2.7
\$350,000 - \$499,999	665	1,892	4.2
\$500,000+	455	876	6.2

### 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	100	275	4.4
\$125,000 - \$199,999	111	306	4.4
\$200,000 - \$349,999	87	193	5.4
\$350,000 - \$499,999	31	35	10.6
\$500,000+	47	27	20.9

### Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	105	574	2.2
\$125,000 - \$199,999	184	1,033	2.1
\$200,000 - \$349,999	252	869	3.5
\$350,000 - \$499,999	76	157	5.8
\$500,000+	56	36	18.7

### 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	101	424	2.9
\$125,000 - \$199,999	213	968	2.6
\$200,000 - \$349,999	301	1,005	3.6
\$350,000 - \$499,999	144	257	6.7
\$500,000+	80	104	9.2