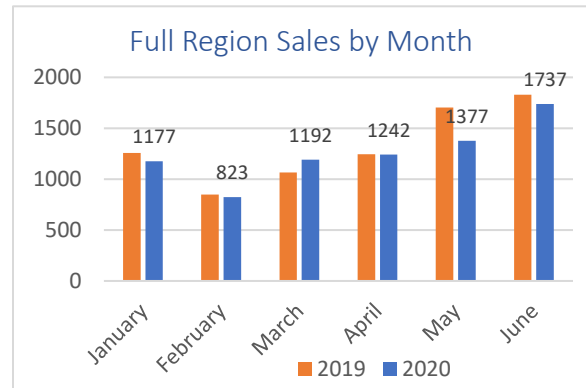


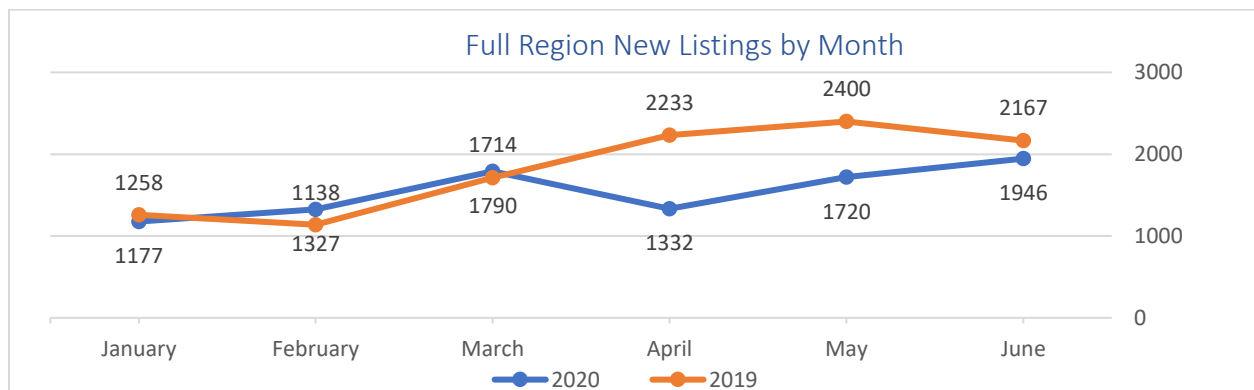
## Market Statistics: Jan-June 2020

### Home Sales:

The number of sales in June continued to increase over the previous month but remained lower than sales numbers in 2019. This represented a reduction of 5.1% over the previous year. Dane County's sales were down 10.2% as compared with last year at 867 in the month of June.

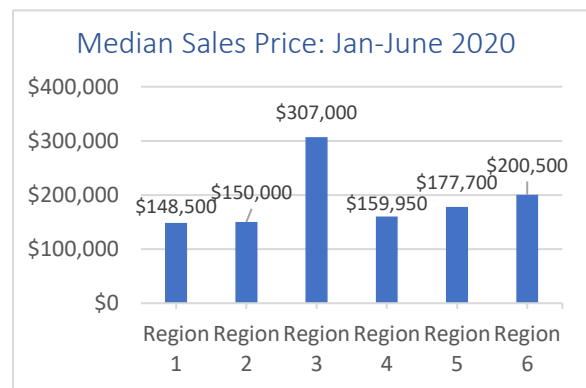


Much of the reduction in sales can be attributed to the continued lack of supply, further amplified by a reduction in the number of new listings. Beginning in April, the number of new listings in the region have dropped by over 1,800 homes as compared with 2019. On a more positive note, the number of new listings has almost normalized for the month of June.



### Home Prices:

The Median Sales Price across the SCWMLS's region was \$244,900 year to date. However, due to the significant differences between markets, Median Sales Price broken out by region better represents what is happening in each community. Dane County continues to have the highest housing costs in the region with a Median Sales Price at \$307,000. More rural counties like Adams/Green Lake/Marquette/Waushara's median is less than half that at \$148,500.



With strong interest rates keeping demand high, housing prices are expected to continue to increase. While the long term effects of the pandemic on the economy, jobs, and ultimately home sales may be

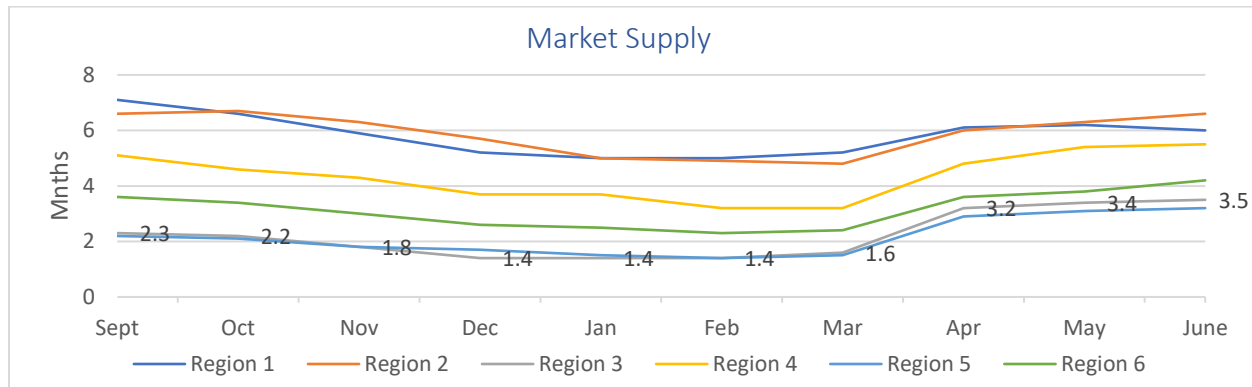
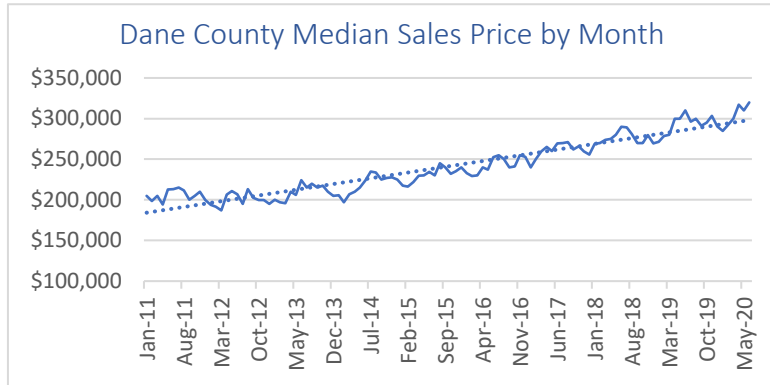
hard to predict, we anticipate that the tight supply will, at least in the short term, lead to a higher than average rate of price increases.

### Market Supply:

Surprisingly although remaining tight, supply has stabilized during the last few months. The reduction in sales trying to a reduction in listing activity.

This is good news for the market

overall as we hope to emerge from the stay at home orders seeing listing activity as well as demand equalize.



**Interest Rates:** June 25, 3.13% for a 30-year fixed

The summer is heating up as record low mortgage rates continue to spur homebuyer demand. However, it remains to be seen whether the demand will continue if COVID cases continue to rise to the point that it further hinders economic growth.

### What's Ahead:

Home prices will continue to increase at a high rate as pressure remains due to low interest rates and consumer demand. The simple fact that in our region the number of sales is down only 3% year to date as a result of the pandemic, demonstrates a continued confidence in home ownership.

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: June 2020 | Type: Residential | Run Date: 7/12/2020

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	6/2020	6/2019		6/2020	6/2019	
Adams	145,000	140,000	+3.6%	245	239	+2.5%
Green Lake	156,250	133,150	+17.3%	117	120	-2.5%
Marquette	150,380	125,000	+20.3%	93	95	-2.1%
Waushara	134,350	147,950	-9.2%	162	152	+6.6%
<b>Region 1</b>	<b>148,500</b>	<b>140,000</b>	<b>+6.1%</b>	<b>617</b>	<b>606</b>	<b>+1.8%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	6/2020	6/2019		6/2020	6/2019	
Crawford	128,900	131,750	-2.2%	89	82	+8.5%
Richland	139,000	158,550	-12.3%	67	60	+11.7%
Vernon	162,450	154,400	+5.2%	116	115	+0.9%
<b>Region 2</b>	<b>150,000</b>	<b>145,000</b>	<b>+3.4%</b>	<b>272</b>	<b>257</b>	<b>+5.8%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	6/2020	6/2019		6/2020	6/2019	
Dane	307,000	294,900	+4.1%	3,613	3,778	-4.4%
<b>Region 3</b>	<b>307,000</b>	<b>294,900</b>	<b>+4.1%</b>	<b>3,613</b>	<b>3,778</b>	<b>-4.4%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	6/2020	6/2019		6/2020	6/2019	
Grant	144,500	140,000	+3.2%	184	173	+6.4%
Iowa	212,450	175,000	+21.4%	102	115	-11.3%
Lafayette	130,250	118,000	+10.4%	64	58	+10.3%
<b>Region 4</b>	<b>159,950</b>	<b>149,950</b>	<b>+6.7%</b>	<b>350</b>	<b>346</b>	<b>+1.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	6/2020	6/2019		6/2020	6/2019	
Green	189,500	195,000	-2.8%	171	192	-10.9%
Rock	176,500	163,000	+8.3%	975	1,044	-6.6%
<b>Region 5</b>	<b>177,700</b>	<b>166,500</b>	<b>+6.7%</b>	<b>1,146</b>	<b>1,236</b>	<b>-7.3%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	6/2020	6/2019		6/2020	6/2019	
Columbia	225,000	201,145	+11.9%	340	339	+0.3%
Dodge	170,000	161,750	+5.1%	467	422	+10.7%
Sauk	226,000	191,000	+18.3%	385	425	-9.4%
<b>Region 6</b>	<b>200,500</b>	<b>185,000</b>	<b>+8.4%</b>	<b>1,192</b>	<b>1,186</b>	<b>+0.5%</b>

YTD RASCW Region Median Price		
Through	Through	% Change
6/2020	6/2019	
244,900	232,000	+5.6%

YTD RASCW Region Sales		
Through	Through	% Change
6/2020	6/2019	
7,190	7,409	-3.0%

# Monthly Stats Report

**Report Criteria:** Reflecting data for: June 2020 | Type: Residential | Run Date: 7/12/2020

<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
<b>County</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>
Adams	162,000	146,000	+11.0%	72	51	+41.2%	5.4	10.6	-49.1%
Green Lake	159,125	125,000	+27.3%	34	19	+78.9%	7.9	8.2	-3.7%
Marquette	140,500	130,000	+8.1%	24	26	-7.7%	5.7	9.5	-40.0%
Waushara	157,000	164,950	-4.8%	47	26	+80.8%	5.8	7.3	-20.5%
<b>Region 1</b>	<b>157,000</b>	<b>144,800</b>	<b>+8.4%</b>	<b>177</b>	<b>122</b>	<b>+45.1%</b>	<b>6</b>	<b>9.1</b>	<b>-34.1%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
<b>County</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>
Crawford	128,900	126,200	+2.1%	25	20	+25.0%	7.0	9.2	-23.9%
Richland	NA	NA	NA	9	11	-18.2%	5.3	7.5	-29.3%
Vernon	160,000	162,500	-1.5%	24	35	-31.4%	7.1	6.4	+10.9%
<b>Region 2</b>	<b>156,000</b>	<b>154,700</b>	<b>+0.8%</b>	<b>58</b>	<b>66</b>	<b>-12.1%</b>	<b>6.6</b>	<b>7.5</b>	<b>-12.0%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
<b>County</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>
Dane	319,900	310,000	+3.2%	867	966	-10.2%	3.5	4.4	-20.5%
<b>Region Total</b>	<b>319,900</b>	<b>310,000</b>	<b>+3.2%</b>	<b>867</b>	<b>966</b>	<b>-10.2%</b>	<b>3.5</b>	<b>4.4</b>	<b>-20.5%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
<b>County</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>
Grant	164,000	140,000	+17.1%	50	41	+22.0%	5.4	7.2	-25.0%
Iowa	169,000	249,900	-32.4%	19	29	-34.5%	5.1	7.0	-27.1%
Lafayette	150,750	117,000	+28.8%	18	13	+38.5%	6.7	6.3	+6.3%
<b>Region 3</b>	<b>168,000</b>	<b>155,000</b>	<b>+8.4%</b>	<b>87</b>	<b>83</b>	<b>+4.8%</b>	<b>5.5</b>	<b>7</b>	<b>-21.4%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
<b>County</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>	<b>6/2020</b>	<b>6/2019</b>	<b>% Change</b>
Green	225,250	214,500	+5.0%	50	52	-3.8%	4.0	4.3	-7.0%
Rock	190,000	184,950	+2.7%	219	246	-11.0%	3.1	3.8	-18.4%
<b>Region 4</b>	<b>193,500</b>	<b>189,500</b>	<b>+2.1%</b>	<b>269</b>	<b>298</b>	<b>-9.7%</b>	<b>3.2</b>	<b>3.9</b>	<b>-17.9%</b>

County	Median Price			Sales			Months Inventory		
	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
Columbia	237,500	224,000	+6.0%	87	90	-3.3%	3.9	5.4	-27.8%
Dodge	205,000	180,500	+13.6%	103	96	+7.3%	4.0	5.0	-20.0%
Sauk	240,000	191,000	+25.7%	89	109	-18.3%	4.5	6.0	-25.0%
<b>Region 5</b>	<b>229,000</b>	<b>198,000</b>	<b>+15.7%</b>	<b>279</b>	<b>295</b>	<b>-5.4%</b>	<b>4.2</b>	<b>5.5</b>	<b>-23.6%</b>

RASCW Market Area Median Price			RASCW Market Area Sales		
6/2020	6/2019	% Change	6/2020	6/2019	% Change
253,000	251,250	+0.7%	1,737	1,830	-5.1%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
4	5.2	-23.1%	1,946	2,167	-10.2%	5,304	6,868	-22.8%

#### Adams/Marquette/Waushara/Green Lake Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	205	579	4.2
\$125,000 - \$199,999	173	425	4.9
\$200,000 - \$349,999	213	357	7.2
\$350,000 - \$499,999	66	77	10.3
\$500,000+	81	58	16.8

#### Crawford/Richland/Vernon Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	75	194	4.6
\$125,000 - \$199,999	93	215	5.2
\$200,000 - \$349,999	103	141	8.8
\$350,000 - \$499,999	27	36	9.0
\$500,000+	31	10	37.2

### Dane Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	32	153	2.5
\$125,000 - \$199,999	179	1,008	2.1
\$200,000 - \$349,999	854	3,904	2.6
\$350,000 - \$499,999	677	1,892	4.3
\$500,000+	501	813	7.4

### Grant/Iowa/Lafayette Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	103	268	4.6
\$125,000 - \$199,999	109	295	4.4
\$200,000 - \$349,999	81	190	5.1
\$350,000 - \$499,999	28	32	10.5
\$500,000+	48	24	24.0

### Rock/Green Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	128	580	2.6
\$125,000 - \$199,999	186	1,039	2.1
\$200,000 - \$349,999	270	845	3.8
\$350,000 - \$499,999	68	152	5.4
\$500,000+	52	34	18.4

### Sauk/Columbia/Dodge Price Range Stats

<b>Listing Price Range</b>	<b>Current Properties For Sale</b>	<b>Number of Sales in Prev 12 months</b>	<b>Months Inventory</b>
\$0 - \$124,999	107	432	3.0
\$125,000 - \$199,999	249	950	3.1
\$200,000 - \$349,999	338	976	4.2
\$350,000 - \$499,999	138	248	6.7
\$500,000+	89	89	12.0