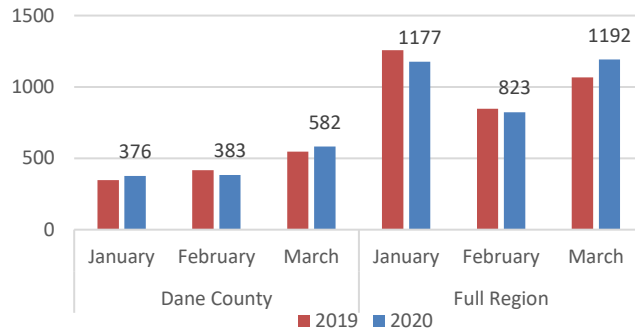


Market Statistics: Jan-March 2020

Sales:

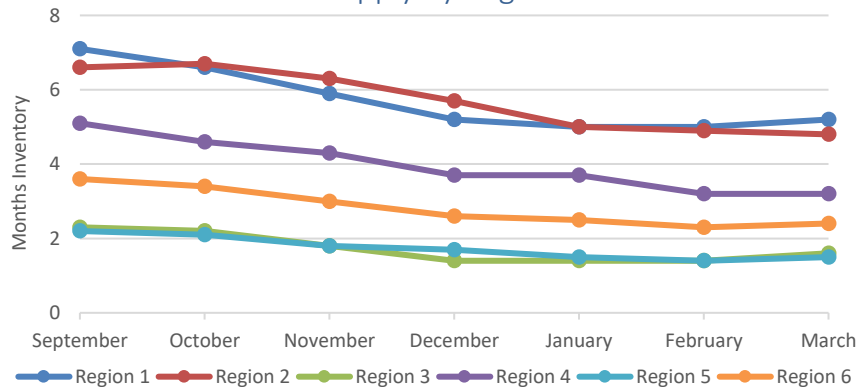
Despite what is happening in the world as a result of the COVID-19 Pandemic, real estate continues to see demand in South Central Wisconsin. In all regions, the number of sales in March increased over 2019 numbers. Although with closing times taking between 30-60 days, this could be more of a testament that real estate professionals have been able to hold deals together through the crisis.

Number of Sales: 2019 vs 2020



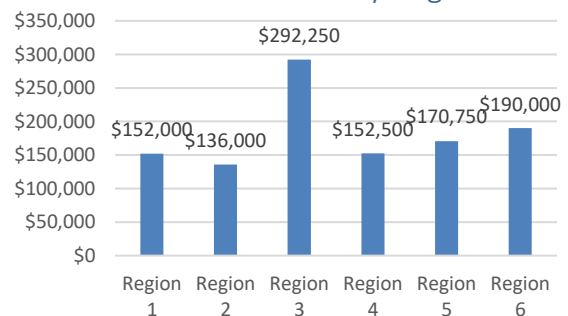
Market supply, or months of inventory have not changed significantly throughout 2020, remaining very tight. This indicates that demand has not yet loosened.

Supply by Region



That continued high demand has resulted in another month of increases in Median Sales Price. Across all regions in the MLS, sales price increased by 6%. The increase was 5.2% in Dane County.

Median Sales Price by Region



Interest Rates: 3.5% on 30 Year Fixed

With dramatic changes happening across the country, March was a month of highs (3.65%) and lows (3.29%). While this has caused some buyers to venture into the market, lenders report a surge in refinance activity.

What's Ahead:

With unprecedented world events affecting all areas of our economy and personal lives, it is hard to predict what will happen in the real estate market. While we haven't yet seen any significant changes to our statistics, the number of new listings across the MLS was down 24% since the Governor's Safer at Home Order was issued. The reduction in listings for Dane County was just 11%. These changes could lead to decreased sales in April and going forward. That being said, with demand remaining high, experts do not anticipate these reductions to be long term and may actually result in a surge of activity when the crisis is over.

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: March 2020 | Type: Residential | Run Date: 4/12/2020

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	3/2020	3/2019		3/2020	3/2019	
Adams	158,000	135,000	+17.0%	80	70	+14.3%
Green Lake	160,000	124,950	+28.1%	37	56	-33.9%
Marquette	147,250	112,000	+31.5%	34	31	+9.7%
Waushara	123,500	124,450	-0.8%	67	59	+13.6%
Region 1	152,000	124,950	+21.6%	218	216	+0.9%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	3/2020	3/2019		3/2020	3/2019	
Crawford	130,000	110,000	+18.2%	33	27	+22.2%
Richland	131,000	132,200	-0.9%	30	23	+30.4%
Vernon	155,000	127,500	+21.6%	43	37	+16.2%
Region 2	136,000	125,000	+8.8%	106	87	+21.8%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	3/2020	3/2019		3/2020	3/2019	
Dane	292,250	277,900	+5.2%	1,358	1,311	+3.6%
Region 3	292,250	277,900	+5.2%	1,358	1,311	+3.6%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	3/2020	3/2019		3/2020	3/2019	
Grant	134,000	147,000	-8.8%	66	61	+8.2%
Iowa	192,500	175,000	+10.0%	48	37	+29.7%
Lafayette	150,000	120,000	+25.0%	29	27	+7.4%
Region 4	152,500	150,000	+1.7%	143	125	+14.4%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	3/2020	3/2019		3/2020	3/2019	
Green	162,300	182,450	-11.0%	58	72	-19.4%
Rock	172,700	153,700	+12.4%	418	394	+6.1%
Region 5	170,750	159,650	+7.0%	476	466	+2.1%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	3/2020	3/2019		3/2020	3/2019	
Columbia	219,199	172,250	+27.3%	127	114	+11.4%
Dodge	162,000	150,000	+8.0%	201	148	+35.8%
Sauk	199,750	189,900	+5.2%	154	161	-4.3%
Region 6	190,000	172,000	+10.5%	482	423	+13.9%

YTD RASCW Region Median Price

Through 3/2020	Through 3/2019	% Change
230,000	217,000	+6.0%

YTD RASCW Region Sales

Through 3/2020	Through 3/2019	% Change
2,783	2,628	+5.9%



Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: March 2020 | Type: Residential | Run Date: 4/12/2020

County	Median Price			Sales			Months Inventory		
	3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
Adams	145,000	140,000	+3.6%	35	29	+20.7%	4.5	5.9	-23.7%
Green Lake	160,000	127,450	+25.5%	17	16	+6.3%	7.4	6.1	+21.3%
Marquette	198,000	114,000	+73.7%	11	14	-21.4%	4.8	6.1	-21.3%
Waushara	109,500	131,500	-16.7%	24	20	+20.0%	5.0	4.9	+2.0%
Region 1	150,000	133,000	+12.8%	87	79	+10.1%	5.2	5.7	-8.8%
County	Median Price			Sales			Months Inventory		
	3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
Crawford	NA	NA	NA	8	9	-11.1%	6.3	6.6	-4.5%
Richland	152,900	148,600	+2.9%	15	6	+150.0%	3.7	3.7	0.0%
Vernon	173,000	151,200	+14.4%	25	12	+108.3%	4.3	3.2	+34.4%
Region 2	159,500	132,200	+20.7%	48	27	+77.8%	4.8	4.3	+11.6%
County	Median Price			Sales			Months Inventory		
	3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
Dane	299,950	280,000	+7.1%	582	547	+6.4%	1.6	1.8	-11.1%
Region 3	299,950	280,000	+7.1%	582	547	+6.4%	1.6	1.8	-11.1%
County	Median Price			Sales			Months Inventory		
	3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
Grant	163,000	147,000	+10.9%	29	29	0.0%	3.4	3.8	-10.5%
Iowa	190,000	180,000	+5.6%	23	17	+35.3%	2.7	3.8	-28.9%
Lafayette	164,500	126,000	+30.6%	10	9	+11.1%	3.9	4.0	-2.5%
Region 4	168,500	150,000	+12.3%	62	55	+12.7%	3.2	3.9	-17.9%
County	Median Price			Sales			Months Inventory		
	3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
Green	168,950	190,000	-11.1%	28	27	+3.7%	1.6	2.4	-33.3%
Rock	175,000	163,000	+7.4%	173	148	+16.9%	1.5	1.7	-11.8%
Region 5	172,900	165,000	+4.8%	201	175	+14.9%	1.5	1.8	-16.7%

County	Median Price			Sales			Months Inventory		
	3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
Columbia	232,400	185,000	+25.6%	57	51	+11.8%	2.4	2.6	-7.7%
Dodge	158,500	149,900	+5.7%	95	71	+33.8%	2.2	2.6	-15.4%
Sauk	204,500	189,900	+7.7%	60	61	-1.6%	2.6	3.3	-21.2%
Region 6	194,250	175,000	+11.0%	212	183	+15.8%	2.4	2.9	-17.2%

RASCW Market Area Median Price			RASCW Market Area Sales		
3/2020	3/2019	% Change	3/2020	3/2019	% Change
233,200	222,500	+4.8%	1,192	1,066	+11.8%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
3/2020	3/2019	% Change	3/2020	3/2019	% Change	3/2020	3/2019	% Change
2.2	2.5	-12.0%	1,790	1,714	+4.4%	3,035	3,444	-11.9%

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	191	571	4.0
\$125,000 - \$199,999	137	438	3.8
\$200,000 - \$349,999	165	351	5.6
\$350,000 - \$499,999	62	71	10.5
\$500,000+	77	53	17.4

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	193	4.5
\$125,000 - \$199,999	58	210	3.3
\$200,000 - \$349,999	57	149	4.6
\$350,000 - \$499,999	24	40	7.2
\$500,000+	27	7	46.3

Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	15	177	1.0
\$125,000 - \$199,999	65	1,063	0.7
\$200,000 - \$349,999	321	4,021	1.0
\$350,000 - \$499,999	368	1,882	2.3
\$500,000+	296	835	4.3

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	57	271	2.5
\$125,000 - \$199,999	63	309	2.4
\$200,000 - \$349,999	54	189	3.4
\$350,000 - \$499,999	13	33	4.7
\$500,000+	34	19	21.5

Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	88	623	1.7
\$125,000 - \$199,999	60	1,086	0.7
\$200,000 - \$349,999	120	848	1.7
\$350,000 - \$499,999	39	149	3.1
\$500,000+	28	34	9.9

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	77	467	2.0
\$125,000 - \$199,999	131	989	1.6
\$200,000 - \$349,999	179	985	2.2
\$350,000 - \$499,999	79	233	4.1
\$500,000+	77	69	13.4