



REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN

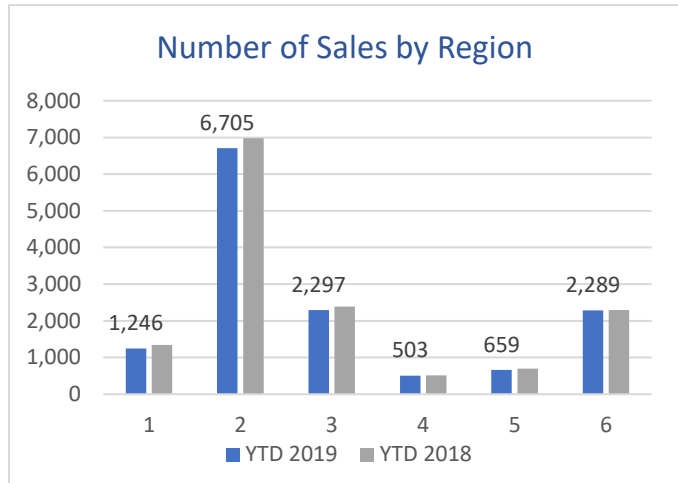


Market Statistics: January – October 2019

Sales:

Throughout the country, there has been one resounding trend in housing: a decrease in the number of sales due to lack of inventory. For the most part, through October of 2019 South Central Wisconsin mirrored those trends, with the exception of a few counties.

Although there were a few pockets of growth, the increases in those counties only accounts for 112 additional sales, while South Central Wisconsin has observed 13,699 sales through October. YTD Sales for 2018 were 14,205, representing a total reduction of 3.6%.



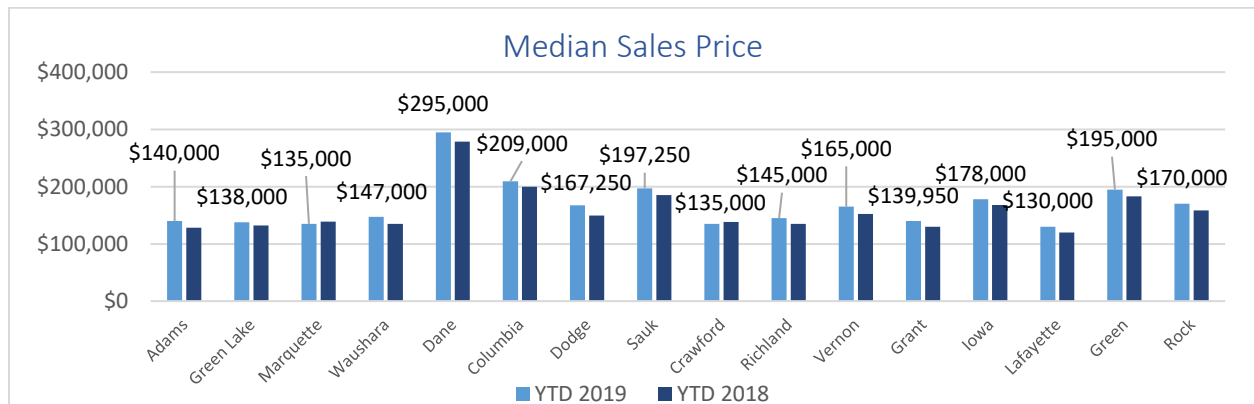
In Dane County, the number of sales through October is 6,705, down 3.9% from last year. The month of October was particularly slow, down 11.7% from the same time last year.

Price:

Across South Central Wisconsin’s region, the Median Sales Price of a home through October 2019 has increased by 6.8%. Dane County’s home price was fairly modest at a 5.9% increase when compared to Dodge County at 11.9%.

According to the National Association of REALTORS®, the number of sales nationwide through September is down 2.2%, while prices are up 3.9% from the same period in 2018. The Median Sales Price of a home in September, 2019 for the United States is \$275,100, and for the Midwest the Median Sales Price is \$215,300.

Across the region, median price varies dramatically. Median Sales Price in Lafayette county is \$130,00, while Dane County was the highest at \$295,000.





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Interest Rates:

As of October 31st, 2019 a 30-year fixed rate mortgage was 3.78%. The modest uptick in mortgage rates over the last two months reflects declining recession fears and a more confident outlook for the global economy. Due to the improved economic outlook, purchase mortgage applications rose 15% over the same time a year ago. Given the important role residential real estate plays in the economy, the steady improvement of the housing market is a reassuring sign that the economy is on solid ground heading into next year.

What's Ahead:

There have been many predictions and discussions about what can be expected from the housing market and economy in the coming year. While some economists have predicted the beginning of a recession after the longest period of growth in recorded history, consumer confidence and spending seem counter to those predictions. According to Lawrence Yun, the Chief Economist for the National Association of REALTORS®, 2020 will likely not bring a recession, but he does expect growth to slow.

In housing, lack of development continues to put pressure on inventory which causes existing home prices to increase too rapidly and push qualified buyers out of the market. It is important for both public and private sectors within communities to explore ways to provide diverse options to the citizens they serve.

Monthly Stats Report

REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: October 2019 | Type: Residential | Run Date: 11/12/2019

Median Price				Sales				Months Inventory			
County	10/2019	10/2018	% Change	10/2019	10/2018	% Change	10/2019	10/2018	% Change		
Adams	166,000	104,650	+58.6%	66	48	+37.5%	6.2	6.6	-6.1%		
Green Lake	135,500	155,900	-13.1%	33	25	+32.0%	7.5	7.9	-5.1%		
Marquette	133,693	135,950	-1.7%	24	32	-25.0%	6.7	7.2	-6.9%		
Waushara	153,000	127,900	+19.6%	34	34	0.0%	6.6	5.7	+15.8%		
Region 1 Total	138,000	125,000	+10.4%	157	139	+12.9%	6.6	6.7	-1.5%		

Median Price				Sales				Months Inventory			
County	10/2019	10/2018	% Change	10/2019	10/2018	% Change	10/2019	10/2018	% Change		
Crawford	132,767	126,000	+5.4%	15	13	+15.4%	7.5	7.3	+2.7%		
Richland	116,000	133,500	-13.1%	14	15	-6.7%	6.8	5.2	+30.8%		
Vernon	206,000	181,250	+13.7%	22	24	-8.3%	6.1	5.3	+15.1%		
Region 2 Total	153,000	148,900	+2.8%	51	52	-1.9%	6.7	5.8	+15.5%		

Median Price				Sales				Months Inventory			
County	10/2019	10/2018	% Change	10/2019	10/2018	% Change	10/2019	10/2018	% Change		
Dane	294,000	270,000	+8.9%	571	647	-11.7%	2.2	2.3	-4.3%		
Region 3 Total	294,000	270,000	+8.9%	571	647	-11.7%	2.2	2.3	-4.3%		

Median Price				Sales				Months Inventory			
County	10/2019	10/2018	% Change	10/2019	10/2018	% Change	10/2019	10/2018	% Change		
Grant	155,000	117,000	+32.5%	37	36	+2.8%	4.6	4.8	-4.2%		
Iowa	200,000	184,450	+8.4%	21	24	-12.5%	4.5	5.6	-19.6%		
Lafayette	177,000	131,250	+34.9%	13	10	+30.0%	4.7	4.6	+2.2%		
Region 4 Total	162,000	138,450	+17.0%	71	70	+1.4%	4.6	5	-8.0%		

Median Price				Sales				Months Inventory			
County	10/2019	10/2018	% Change	10/2019	10/2018	% Change	10/2019	10/2018	% Change		
Green	216,500	199,950	+8.3%	30	44	-31.8%	2.0	2.7	-25.9%		
Rock	181,250	165,000	+9.8%	198	225	-12.0%	2.1	2.7	-22.2%		
Region 5 Total	186,500	169,900	+9.8%	228	269	-15.2%	2.1	2.7	-22.2%		

County	Median Price			Sales			Months Inventory		
	10/2019	10/2018	% Change	10/2019	10/2018	% Change	10/2019	10/2018	% Change
Columbia	242,000	197,500	+22.5%	61	73	-16.4%	3.1	3.3	-6.1%
Dodge	161,000	139,900	+15.1%	78	89	-12.4%	3.7	3.7	0.0%
Sauk	184,000	195,000	-5.6%	83	83	0.0%	3.3	4.1	-19.5%
Region 6 Total	191,250	171,000	+11.8%	222	245	-9.4%	3.4	3.8	-10.5%

RASCW Market Area Median Price

10/2019	10/2018	% Change
234,950	214,700	+9.4%

RASCW Market Area Sales

10/2019	10/2018	% Change
1,300	1,422	-8.6%

RASCW Market Area Months Inventory

10/2019	10/2018	% Change
3.1	3.3	-6.1%

RASCW Market Area New Listings

10/2019	10/2018	% Change
1,515	1,495	+1.3%

RASCW Market Area Total Listings

10/2019	10/2018	% Change
4,061	4,529	-10.3%

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	259	583	5.3
\$125,000 - \$199,999	176	437	4.8
\$200,000 - \$349,999	206	325	7.6
\$350,000 - \$499,999	65	62	12.6
\$500,000+	93	47	23.7

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	103	199	6.2
\$125,000 - \$199,999	88	199	5.3
\$200,000 - \$349,999	89	141	7.6
\$350,000 - \$499,999	24	36	8.0
\$500,000+	26	9	34.7

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	25	198	1.5
\$125,000 - \$199,999	144	1,117	1.5
\$200,000 - \$349,999	513	3,920	1.6
\$350,000 - \$499,999	424	1,755	2.9
\$500,000+	300	773	4.7

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	84	271	3.7
\$125,000 - \$199,999	89	280	3.8
\$200,000 - \$349,999	62	189	3.9
\$350,000 - \$499,999	21	30	8.4
\$500,000+	46	16	34.5

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	73	698	1.3
\$125,000 - \$199,999	126	1,005	1.5
\$200,000 - \$349,999	189	825	2.7
\$350,000 - \$499,999	45	119	4.5
\$500,000+	29	32	10.9

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	117	499	2.8
\$125,000 - \$199,999	209	971	2.6
\$200,000 - \$349,999	230	946	2.9
\$350,000 - \$499,999	106	203	6.3
\$500,000+	100	64	18.8



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YTD Stats Report

Report Criteria: Reflecting YTD data through: October 2019 | Type: Residential | Run Date: 11/12/2019

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2019	10/2018		10/2019	10/2018	
Adams	\$140,000	\$128,500	+8.9%	506	460	+10.0%
Green Lake	\$138,000	\$132,400	+4.2%	229	277	-17.3%
Marquette	\$135,000	\$139,000	-2.9%	218	256	-14.8%
Waushara	\$147,000	\$135,000	+8.9%	293	349	-16.0%
Region 1 Total	\$142,000	\$133,000	+6.8%	1,246	1,342	-7.2%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2019	10/2018		10/2019	10/2018	
Dane	\$295,000	\$278,653	+5.9%	6,705	6,979	-3.9%
Region 2 Total	295,000	278,653	+5.9%	6,705	6,979	-3.9%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2019	10/2018		10/2019	10/2018	
Columbia	\$209,000	\$200,000	+4.5%	659	723	-8.9%
Dodge	\$167,250	\$149,500	+11.9%	808	843	-4.2%
Sauk	\$197,250	\$185,000	+6.6%	830	820	+1.2%
Region 3 Total	190,000	175,500	+8.3%	2,297	2,386	-3.7%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2019	10/2018		10/2019	10/2018	
Crawford	\$135,000	\$138,500	-2.5%	163	133	+22.6%
Richland	\$145,000	\$135,000	+7.4%	115	142	-19.0%
Vernon	\$165,000	\$152,500	+8.2%	225	238	-5.5%
Region 4 Total	152,500	144,000	+5.9%	503	513	-1.9%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2019	10/2018		10/2019	10/2018	
Grant	\$139,950	\$130,000	+7.7%	332	348	-4.6%
Iowa	\$178,000	\$168,000	+6.0%	213	220	-3.2%
Lafayette	\$130,000	\$120,000	+8.3%	114	127	-10.2%
Region 5 Total	150,000	135,000	+11.1%	659	695	-5.2%

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2019	10/2018		10/2019	10/2018	
Green	\$195,000	\$183,000	+6.6%	356	383	-7.0%
Rock	\$170,000	\$158,420	+7.3%	1,933	1,907	+1.4%
Region 6 Total	172,000	160,500	+7.2%	2,289	2,290	-0.0%

YTD RASCW Region Median Price

Through	Through	% Change
10/2019	10/2018	
234,900	220,000	+6.8%

YTD RASCW Region Sales

Through	Through	% Change
10/2019	10/2018	
13,699	14,205	-3.6%