

## Market Statistics: January-October 2020

### Home Sales:

As anticipated, much of the market activity that typically occurs in the summer has been pushed back to the fall. While the region overall has experienced an increase in the number of sales in October of 33%, Dane County is out-pacing that trend at 40-45%.

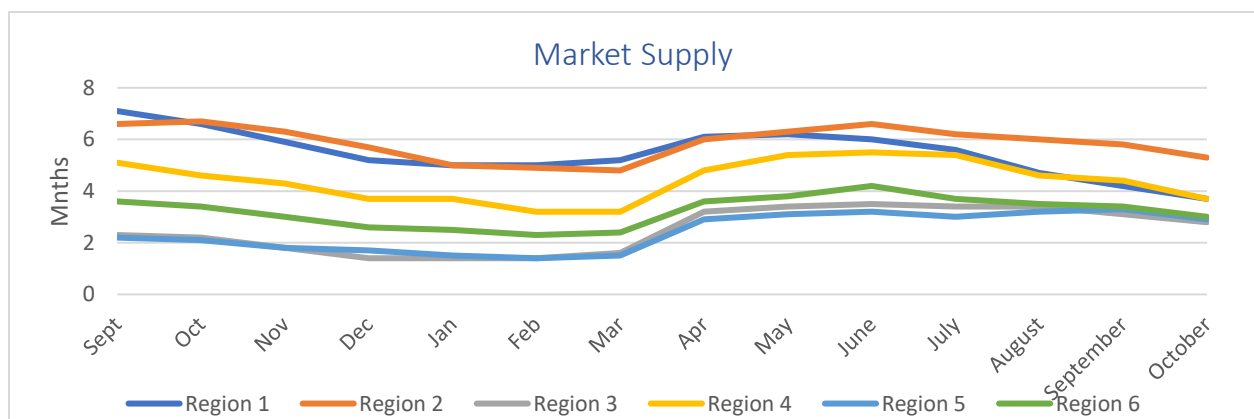
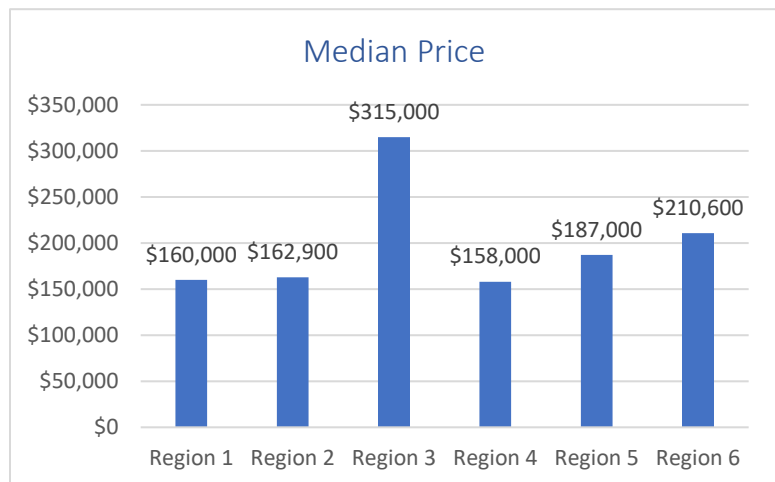
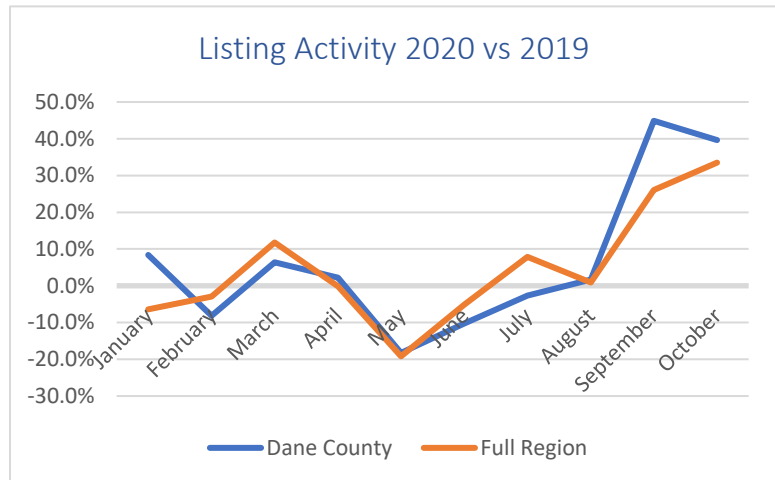
### Home Prices:

Throughout the region as a reaction to increasing pressure, home prices have increased by 6.9% to a median of \$234,900.

Although Dane County's percentage increase is a touch below the region at 6.8%, it maintains as the highest median price of \$315,000. Region 1, or Adams, Green Lake, Marquette, and Waushara Counties have seen a jump in price of 12.7% or a median of \$160,000.

### Inventory:

Housing supply tightened across all regions, with a high of 5.3 months in Region 2 and a low of 2.8 months in Dane County.





REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



**Interest Rates:** October 29, 2.81% for a 30-year fixed

While August and September saw a slight flattening out with rates, October saw another month of reductions causing another record low in anticipation of the election. The low rate environment is proving to be supportive of both purchase and refinance demand. Heading into late fall, the housing market continues to grow and buttress the economy.

**What's Ahead:**

While many have been looking for signs that the housing market will slow down, in practice the market has experienced a rapid post-lockdown recovery. As interest rates remain low and new housing supply remains slow, it is anticipated that the market will remain hot through the holidays and into 2021.

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 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: October 2020 | Type: Residential | Run Date: 11/12/2020

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2020	10/2019		10/2020	10/2019	
Adams	158,000	140,000	+12.9%	561	508	+10.4%
Green Lake	171,000	138,000	+23.9%	263	229	+14.8%
Marquette	161,250	135,000	+19.4%	224	219	+2.3%
Waushara	155,950	147,000	+6.1%	380	295	+28.8%
<b>Region 1</b>	<b>160,000</b>	<b>142,000</b>	<b>+12.7%</b>	<b>1,428</b>	<b>1,251</b>	<b>+14.1%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2020	10/2019		10/2020	10/2019	
Crawford	136,950	135,000	+1.4%	180	164	+9.8%
Richland	162,000	145,000	+11.7%	123	115	+7.0%
Vernon	177,500	165,000	+7.6%	258	229	+12.7%
<b>Region 2</b>	<b>162,900</b>	<b>152,250</b>	<b>+7.0%</b>	<b>561</b>	<b>508</b>	<b>+10.4%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2020	10/2019		10/2020	10/2019	
Dane	315,000	295,000	+6.8%	7,159	6,744	+6.2%
<b>Region 3</b>	<b>315,000</b>	<b>295,000</b>	<b>+6.8%</b>	<b>7,159</b>	<b>6,744</b>	<b>+6.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2020	10/2019		10/2020	10/2019	
Grant	142,000	140,000	+1.4%	393	333	+18.0%
Iowa	214,950	178,000	+20.8%	220	213	+3.3%
Lafayette	150,250	130,000	+15.6%	138	114	+21.1%
<b>Region 4</b>	<b>158,000</b>	<b>150,000</b>	<b>+5.3%</b>	<b>751</b>	<b>660</b>	<b>+13.8%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2020	10/2019		10/2020	10/2019	
Green	205,000	195,000	+5.1%	377	356	+5.9%
Rock	185,000	170,000	+8.8%	1,923	1,946	-1.2%
<b>Region 5</b>	<b>187,000</b>	<b>172,000</b>	<b>+8.7%</b>	<b>2,300</b>	<b>2,302</b>	<b>-0.1%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	10/2020	10/2019		10/2020	10/2019	
Columbia	226,500	209,000	+8.4%	709	661	+7.3%
Dodge	184,500	166,750	+10.6%	933	812	+14.9%
Sauk	226,000	197,500	+14.4%	829	837	-1.0%
<b>Region 6</b>	<b>210,600</b>	<b>190,000</b>	<b>+10.8%</b>	<b>2,471</b>	<b>2,310</b>	<b>+7.0%</b>

YTD RASCW Region Median Price		
Through	Through	% Change
10/2020	10/2019	
251,000	234,900	+6.9%

YTD RASCW Region Sales		
Through	Through	% Change
10/2020	10/2019	
14,670	13,775	+6.5%



# Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

**Report Criteria:** Reflecting data for: October 2020 | Type: Residential | Run Date: 11/12/2020

County	Median Price			Sales			Months Inventory		
	10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
Adams	189,825	165,000	+15.0%	74	67	+10.4%	3.5	8.0	-56.3%
Green Lake	218,250	135,500	+61.1%	28	33	-15.2%	5.2	9.3	-44.1%
Marquette	152,727	132,386	+15.4%	28	25	+12.0%	3.8	7.9	-51.9%
Waushara	183,000	150,000	+22.0%	48	35	+37.1%	2.8	7.2	-61.1%
<b>Region 1</b>	<b>175,000</b>	<b>136,250</b>	<b>+28.4%</b>	<b>178</b>	<b>160</b>	<b>+11.3%</b>	<b>3.7</b>	<b>8.1</b>	<b>-54.3%</b>

County	Median Price			Sales			Months Inventory		
	10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
Crawford	147,000	132,767	+10.7%	26	15	+73.3%	5.0	9.3	-46.2%
Richland	252,500	116,000	+117.7%	11	14	-21.4%	4.9	8.6	-43.0%
Vernon	200,000	187,000	+7.0%	29	25	+16.0%	5.7	7.1	-19.7%
<b>Region 2</b>	<b>180,750</b>	<b>151,500</b>	<b>+19.3%</b>	<b>66</b>	<b>54</b>	<b>+22.2%</b>	<b>5.3</b>	<b>8.1</b>	<b>-34.6%</b>

County	Median Price			Sales			Months Inventory		
	10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
Dane	324,900	297,500	+9.2%	814	583	+39.6%	2.8	3.8	-26.3%
<b>Region 3</b>	<b>324,900</b>	<b>297,500</b>	<b>+9.2%</b>	<b>814</b>	<b>583</b>	<b>+39.6%</b>	<b>2.8</b>	<b>3.8</b>	<b>-26.3%</b>

County	Median Price			Sales			Months Inventory		
	10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
Grant	149,950	155,000	-3.3%	54	37	+45.9%	3.6	6.9	-47.8%
Iowa	229,900	200,000	+15.0%	23	21	+9.5%	4.0	6.2	-35.5%
Lafayette	150,000	177,000	-15.3%	17	13	+30.8%	3.4	6.7	-49.3%
<b>Region 4</b>	<b>155,500</b>	<b>162,000</b>	<b>-4.0%</b>	<b>94</b>	<b>71</b>	<b>+32.4%</b>	<b>3.7</b>	<b>6.6</b>	<b>-43.9%</b>

County	Median Price			Sales			Months Inventory		
	10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
Green	236,000	216,500	+9.0%	55	30	+83.3%	2.7	4.4	-38.6%
Rock	205,000	182,500	+12.3%	258	204	+26.5%	3.0	3.8	-21.1%
<b>Region 5</b>	<b>210,210</b>	<b>189,500</b>	<b>+10.9%</b>	<b>313</b>	<b>234</b>	<b>+33.8%</b>	<b>2.9</b>	<b>3.9</b>	<b>-25.6%</b>

County	Median Price			Sales			Months Inventory		
	10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
Columbia	239,000	242,000	-1.2%	73	61	+19.7%	2.9	4.5	-35.6%
Dodge	214,050	161,000	+33.0%	116	78	+48.7%	2.8	4.9	-42.9%
Sauk	225,000	184,000	+22.3%	115	84	+36.9%	3.1	5.1	-39.2%
<b>Region 6</b>	<b>225,000</b>	<b>190,000</b>	<b>+18.4%</b>	<b>304</b>	<b>223</b>	<b>+36.3%</b>	<b>3</b>	<b>4.9</b>	<b>-38.8%</b>

RASCW Market Area Median Price			RASCW Market Area Sales		
10/2020	10/2019	% Change	10/2020	10/2019	% Change
260,000	235,000	+10.6%	1,769	1,325	+33.5%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
10/2020	10/2019	% Change	10/2020	10/2019	% Change	10/2020	10/2019	% Change
3.1	4.7	-34.0%	1,486	1,556	-4.5%	4,406	6,269	-29.7%

#### 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	132	580	2.7
\$125,000 - \$199,999	131	458	3.4
\$200,000 - \$349,999	138	441	3.8
\$350,000 - \$499,999	51	100	6.1
\$500,000+	61	83	8.8

#### 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	179	4.8
\$125,000 - \$199,999	76	236	3.9
\$200,000 - \$349,999	76	171	5.3
\$350,000 - \$499,999	31	42	8.9
\$500,000+	30	12	30.0

### 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	36	146	3.0
\$125,000 - \$199,999	172	1,020	2.0
\$200,000 - \$349,999	803	4,035	2.4
\$350,000 - \$499,999	547	2,130	3.1
\$500,000+	391	1,017	4.6

### 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	65	281	2.8
\$125,000 - \$199,999	76	323	2.8
\$200,000 - \$349,999	67	207	3.9
\$350,000 - \$499,999	27	49	6.6
\$500,000+	41	36	13.7

### 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	107	531	2.4
\$125,000 - \$199,999	218	1,041	2.5
\$200,000 - \$349,999	254	928	3.3
\$350,000 - \$499,999	57	182	3.8
\$500,000+	43	56	9.2

### 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	76	410	2.2
\$125,000 - \$199,999	218	959	2.7
\$200,000 - \$349,999	257	1,045	3.0
\$350,000 - \$499,999	94	318	3.5
\$500,000+	59	117	6.1