

## Market Statistics: January-September 2020

### Home Sales:

September saw a significant increase in the number of sales in the region at 1,752, an increase of 362 over last year. Dane County experienced a similar trend with 878 sales, 44% more than in September 2019.

The total number of sales throughout the SCWMLS region YTD is 12,873 which is an increase of 3.4% over the previous year. Quite the feat considering COVID-19. Almost 50% of the total transactions occurred in Dane county.

### Home Prices:

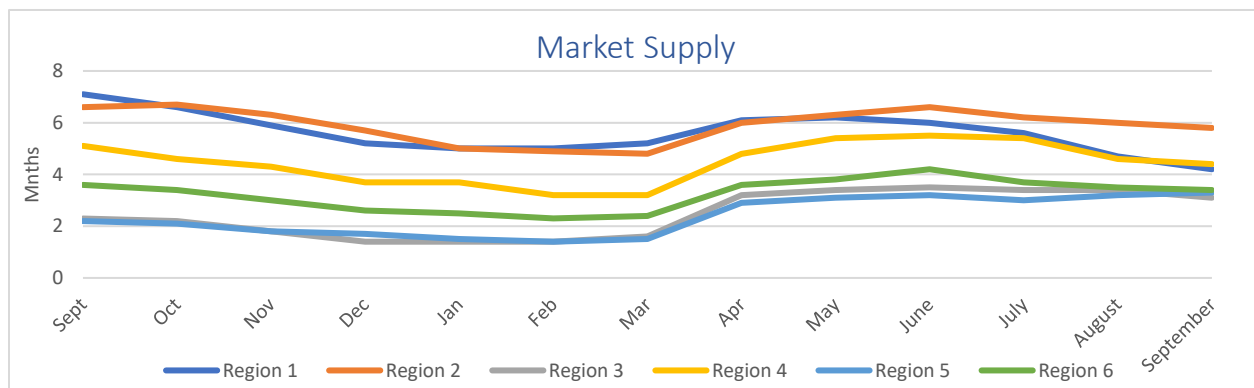
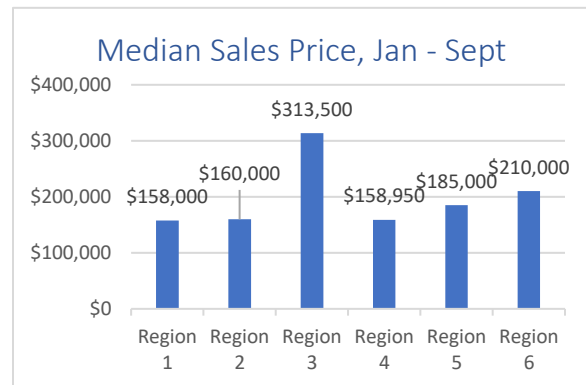
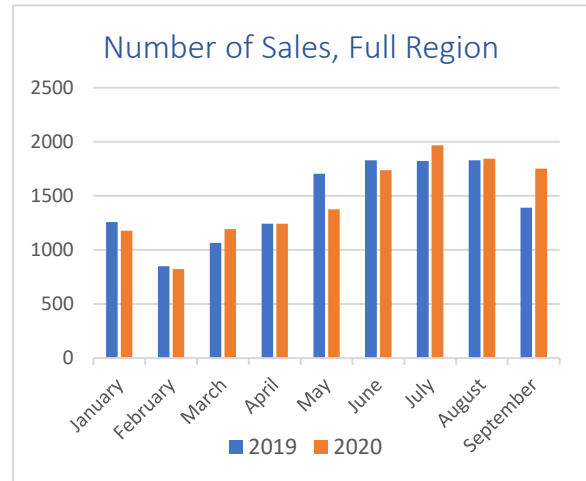
The median price of homes sold continues to increase averaging 6.4%, with a high in Region 1 of 11.3%.

Dane County's median sales price has grown by 6.3% from last year's number of \$295,000.

### Inventory:

Total inventory is just 3.5 months, as compared with 4.8 months last year. In Dane County inventory is even tighter at 3.1 months.

When evaluating these numbers, it is important to consider they include the total number of active listings. That means properties that are under contract but still being marketed at the will of the seller. With about 40% of the "active" properties in the MLS in this category, supply numbers are in reality far tighter than even this chart suggests.

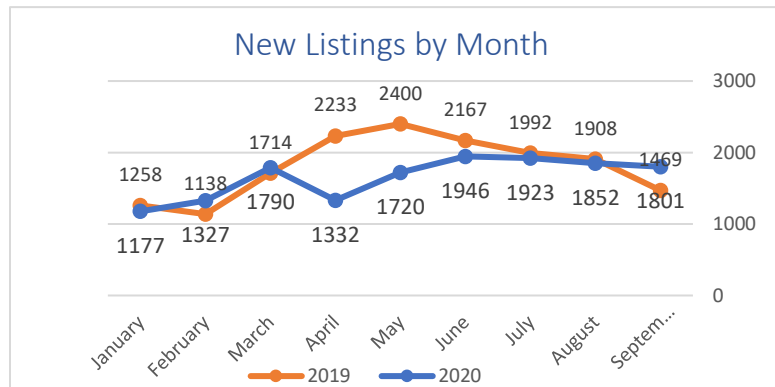


### Interest Rates: 2.88% on 30 year fixed

The year-long slide in mortgage rates seems to be ending as rates have flattened over the last month and the economic rebound has slowed. But with near record low rates, buyer demand remains robust with strong first-time buyers coming into the market. The demand is particularly strong in more affordable regions of the country such as the Midwest, where home prices are accelerating at the highest rates over the last two decades.

### What's Ahead:

With an increase in sales and a bump in new listings, we anticipate a busier fall than normal. Interest rates are low and homebuyers are still well positioned to move when the right property comes on the market.



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: September 2020 | Type: Residential | Run Date: 10/12/2020

County	YTD Median Price			YTD Sales		
	Through 9/2020	Through 9/2019	% Change	Through 9/2020	Through 9/2019	% Change
Adams	154,950	139,000	+11.5%	486	441	+10.2%
Green Lake	170,000	140,950	+20.6%	235	196	+19.9%
Marquette	164,200	138,464	+18.6%	196	194	+1.0%
Waushara	155,000	147,000	+5.4%	331	260	+27.3%
<b>Region Total</b>	<b>158,000</b>	<b>142,000</b>	<b>+11.3%</b>	<b>1,248</b>	<b>1,091</b>	<b>+14.4%</b>

County	YTD Median Price			YTD Sales		
	Through 9/2020	Through 9/2019	% Change	Through 9/2020	Through 9/2019	% Change
Crawford	133,797	135,000	-0.9%	153	149	+2.7%
Richland	156,000	150,000	+4.0%	112	101	+10.9%
Vernon	174,900	165,000	+6.0%	229	204	+12.3%
<b>Region Total</b>	<b>160,000</b>	<b>152,250</b>	<b>+5.1%</b>	<b>494</b>	<b>454</b>	<b>+8.8%</b>

County	YTD Median Price			YTD Sales		
	Through 9/2020	Through 9/2019	% Change	Through 9/2020	Through 9/2019	% Change
Dane	313,500	295,000	+6.3%	6,324	6,162	+2.6%
<b>Region Total</b>	<b>313,500</b>	<b>295,000</b>	<b>+6.3%</b>	<b>6,324</b>	<b>6,162</b>	<b>+2.6%</b>

County	YTD Median Price			YTD Sales		
	Through 9/2020	Through 9/2019	% Change	Through 9/2020	Through 9/2019	% Change
Grant	140,000	138,766	+0.9%	339	296	+14.5%
Iowa	214,000	176,950	+20.9%	198	192	+3.1%
Lafayette	150,500	124,500	+20.9%	121	101	+19.8%
<b>Region Total</b>	<b>158,950</b>	<b>149,900</b>	<b>+6.0%</b>	<b>658</b>	<b>589</b>	<b>+11.7%</b>

County	YTD Median Price			YTD Sales		
	Through 9/2020	Through 9/2019	% Change	Through 9/2020	Through 9/2019	% Change
Green	198,750	193,250	+2.8%	322	326	-1.2%
Rock	183,000	168,000	+8.9%	1,662	1,742	-4.6%
<b>Region Total</b>	<b>185,000</b>	<b>170,000</b>	<b>+8.8%</b>	<b>1,984</b>	<b>2,068</b>	<b>-4.1%</b>

County	YTD Median Price			YTD Sales		
	Through 9/2020	Through 9/2019	% Change	Through 9/2020	Through 9/2019	% Change
Columbia	225,000	206,450	+9.0%	637	600	+6.2%
Dodge	180,000	167,500	+7.5%	816	734	+11.2%
Sauk	227,000	199,900	+13.6%	712	753	-5.4%
<b>Region Total</b>	<b>210,000</b>	<b>190,000</b>	<b>+10.5%</b>	<b>2,165</b>	<b>2,087</b>	<b>+3.7%</b>

YTD RASCW Region Median Price		
Through 9/2020	Through 9/2019	% Change
250,000	234,900	+6.4%

YTD RASCW Region Sales		
Through 9/2020	Through 9/2019	% Change
12,873	12,451	+3.4%



# Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

**Report Criteria:** Reflecting data for: September 2020 | Type: Residential | Run Date: 10/12/2020

Median Price				Sales			Months Inventory		
County	9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
Adams	142,250	129,200	+10.1%	64	58	+10.3%	3.8	9.2	-58.7%
Green Lake	184,900	219,950	-15.9%	31	24	+29.2%	5.4	10.0	-46.0%
Marquette	143,400	130,200	+10.1%	35	30	+16.7%	4.2	8.3	-49.4%
Waushara	142,500	130,000	+9.6%	49	37	+32.4%	3.8	7.6	-50.0%
<b>Region Total</b>	<b>147,500</b>	<b>133,000</b>	<b>+10.9%</b>	<b>179</b>	<b>149</b>	<b>+20.1%</b>	<b>4.2</b>	<b>8.8</b>	<b>-52.3%</b>

Median Price				Sales			Months Inventory		
County	9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
Crawford	145,000	129,249	+12.2%	23	20	+15.0%	6.8	9.5	-28.4%
Richland	163,900	115,000	+42.5%	11	13	-15.4%	4.5	9.7	-53.6%
Vernon	211,950	175,000	+21.1%	32	24	+33.3%	5.8	6.8	-14.7%
<b>Region Total</b>	<b>175,500</b>	<b>162,000</b>	<b>+8.3%</b>	<b>66</b>	<b>57</b>	<b>+15.8%</b>	<b>5.8</b>	<b>8.3</b>	<b>-30.1%</b>

Median Price				Sales			Months Inventory		
County	9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
Dane	320,000	291,500	+9.8%	878	606	+44.9%	3.1	3.9	-20.5%
<b>Region Total</b>	<b>320,000</b>	<b>291,500</b>	<b>+9.8%</b>	<b>878</b>	<b>606</b>	<b>+44.9%</b>	<b>3.1</b>	<b>3.9</b>	<b>-20.5%</b>

Median Price				Sales			Months Inventory		
County	9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
Grant	121,000	116,500	+3.9%	46	38	+21.1%	4.6	7.3	-37.0%
Iowa	220,000	156,000	+41.0%	25	24	+4.2%	4.1	6.5	-36.9%
Lafayette	170,000	134,500	+26.4%	17	8	+112.5%	4.4	6.9	-36.2%
<b>Region Total</b>	<b>150,000</b>	<b>144,000</b>	<b>+4.2%</b>	<b>88</b>	<b>70</b>	<b>+25.7%</b>	<b>4.4</b>	<b>7</b>	<b>-37.1%</b>

Median Price				Sales			Months Inventory		
County	9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
Green	264,900	185,750	+42.6%	51	42	+21.4%	3.6	4.4	-18.2%
Rock	190,950	166,210	+14.9%	204	200	+2.0%	3.2	3.7	-13.5%
<b>Region Total</b>	<b>199,000</b>	<b>169,900</b>	<b>+17.1%</b>	<b>255</b>	<b>242</b>	<b>+5.4%</b>	<b>3.3</b>	<b>3.8</b>	<b>-13.2%</b>

County	Median Price			Sales			Months Inventory		
	9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
Columbia	234,950	205,000	+14.6%	98	78	+25.6%	3.0	4.9	-38.8%
Dodge	204,000	180,000	+13.3%	94	90	+4.4%	3.2	4.9	-34.7%
Sauk	253,000	204,500	+23.7%	94	98	-4.1%	4.0	5.4	-25.9%
<b>Region Total</b>	<b>230,000</b>	<b>195,650</b>	<b>+17.6%</b>	<b>286</b>	<b>266</b>	<b>+7.5%</b>	<b>3.4</b>	<b>5.1</b>	<b>-33.3%</b>

RASCW Market Area Median Price			RASCW Market Area Sales		
9/2020	9/2019	% Change	9/2020	9/2019	% Change
262,750	226,950	+15.8%	1,752	1,390	+26.0%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
9/2020	9/2019	% Change	9/2020	9/2019	% Change	9/2020	9/2019	% Change
3.5	4.8	-27.1%	1,739	1,679	+3.6%	4,807	6,437	-25.3%

#### 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	156	591	3.2
\$125,000 - \$199,999	126	454	3.3
\$200,000 - \$349,999	163	424	4.6
\$350,000 - \$499,999	59	95	7.5
\$500,000+	68	78	10.5

#### 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	80	186	5.2
\$125,000 - \$199,999	73	228	3.8
\$200,000 - \$349,999	85	159	6.4
\$350,000 - \$499,999	34	37	11.0
\$500,000+	31	11	33.8

### Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	35	147	2.9
\$125,000 - \$199,999	191	1,010	2.3
\$200,000 - \$349,999	858	3,938	2.6
\$350,000 - \$499,999	611	2,039	3.6
\$500,000+	409	963	5.1

### 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	81	277	3.5
\$125,000 - \$199,999	89	316	3.4
\$200,000 - \$349,999	72	203	4.3
\$350,000 - \$499,999	35	40	10.5
\$500,000+	42	38	13.3

### Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	120	519	2.8
\$125,000 - \$199,999	207	1,022	2.4
\$200,000 - \$349,999	281	894	3.8
\$350,000 - \$499,999	65	169	4.6
\$500,000+	53	52	12.2

### 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	90	409	2.6
\$125,000 - \$199,999	216	951	2.7
\$200,000 - \$349,999	289	996	3.5
\$350,000 - \$499,999	112	298	4.5
\$500,000+	76	112	8.1