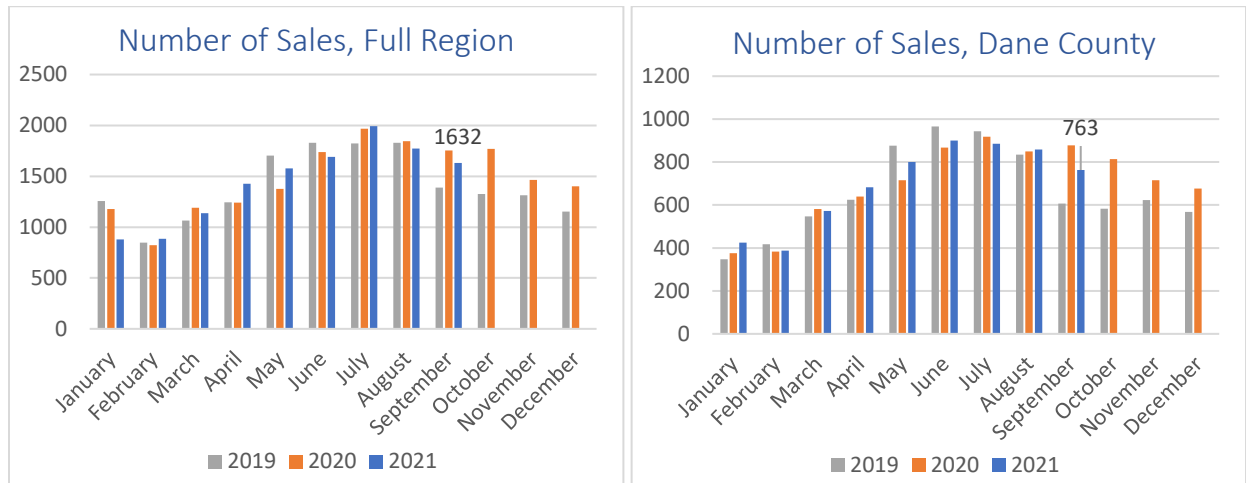


## Market Statistics: January-September 2021

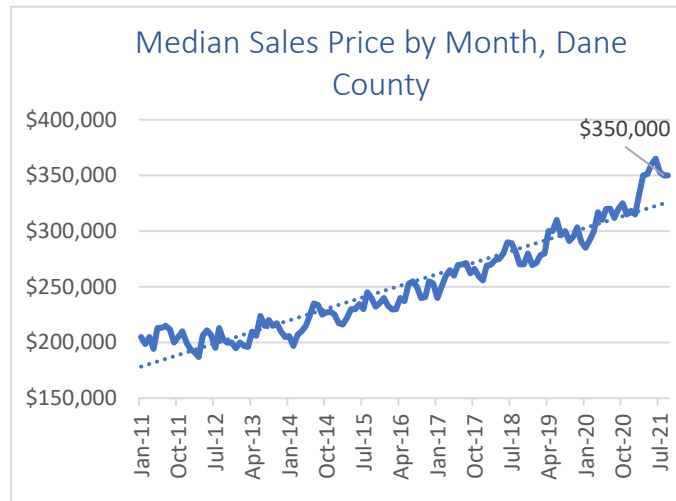
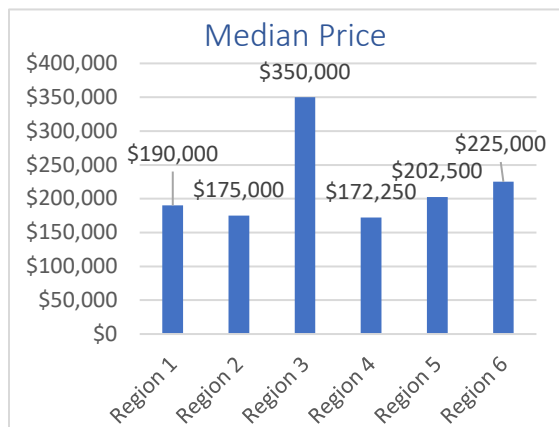
### Home Sales:

The housing market is showing some traditional signs of the seasonal market, as it has been cooling down over the past couple of months in number of sales. In September in Dane County, but also across all the MLS, the total number of sales was 10-15% below the previous year's sales figures.



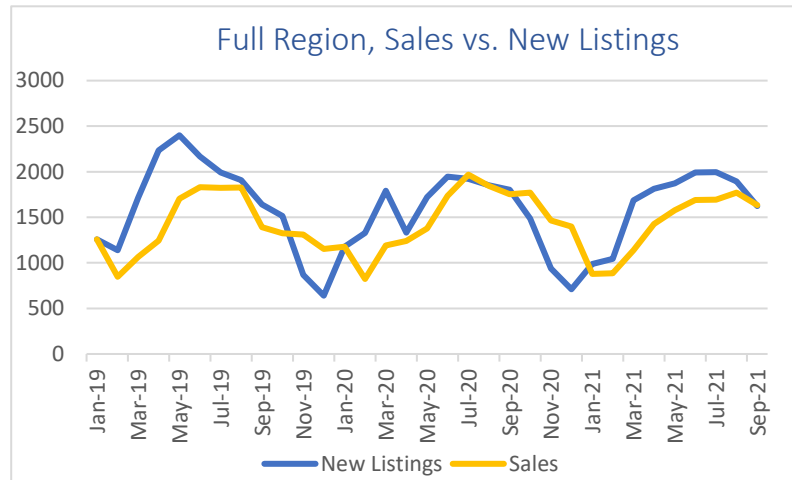
### Home Prices:

The cool down in number of sales is demonstrating a slight stabilization of sales price. In Dane County, the sales price jumped to \$365,000 in June of 2021, but has come down and stayed around \$350,000 for the past several months.



### Inventory:

The number of new listings to sales is almost balanced in September, 1,624 new listings to 1,632 sales. The total months supply, or the number of months it would take to work through existing inventory based on past sales, remains tight. Just 2.7 months in Dane County, and a high of 4.4 months in Region 1, both below balanced market figures.



**Interest Rates:** September 30, 2021, 3.01% for a 30-year fixed

Mortgage rates should hold steady through October, with Congress having staved off the debt ceiling crisis — at least until December.

The September jobs report released the beginning of October was far worse than expected. There are no guarantees, but that could push the Fed to delay its tapering plans, keeping mortgage rates lower (or at least to rise more slowly) than expected.

### What's Ahead:

The traditional seasonality of the Wisconsin market seems to have returned. Although still low, several months of increased supply has helped to ease some of the tension for buyers. Mortgage rates will likely remain low as the administration attempts to get a better handle on jobs and the pandemic.

National Association of REALTORS® Statistics: <https://www.nar.realtor/research-and-statistics/housing-statistics>

# YTD Stats Report

Report Criteria: Reflecting YTD data through: September 2021 | Type: Residential | Run Date: 10/12/2021

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	9/2021	9/2020		9/2021	9/2020	
Adams	180,000	154,950	+16.2%	472	492	-4.1%
Green Lake	200,000	170,000	+17.6%	221	237	-6.8%
Marquette	196,750	164,900	+19.3%	196	197	-0.5%
Waushara	195,250	155,000	+26.0%	236	332	-28.9%
<b>Region 1 Total</b>	<b>190,000</b>	<b>158,000</b>	<b>+20.3%</b>	<b>1,125</b>	<b>1,258</b>	<b>-10.6%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	9/2021	9/2020		9/2021	9/2020	
Crawford	170,950	134,000	+27.6%	134	156	-14.1%
Richland	167,500	156,000	+7.4%	114	112	+1.8%
Vernon	176,450	174,950	+0.9%	224	230	-2.6%
<b>Region 2 Total</b>	<b>175,000</b>	<b>160,000</b>	<b>+9.4%</b>	<b>472</b>	<b>498</b>	<b>-5.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	9/2021	9/2020		9/2021	9/2020	
Dane	350,000	314,000	+11.5%	6,385	6,383	+0.0%
<b>Region 3 Total</b>	<b>350,000</b>	<b>314,000</b>	<b>+11.5%</b>	<b>6,385</b>	<b>6,383</b>	<b>+0.0%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	9/2021	9/2020		9/2021	9/2020	
Grant	158,000	141,000	+12.1%	337	341	-1.2%
Iowa	224,950	214,000	+5.1%	196	201	-2.5%
Lafayette	160,000	150,250	+6.5%	123	122	+0.8%
<b>Region 4 Total</b>	<b>172,250</b>	<b>159,900</b>	<b>+7.7%</b>	<b>656</b>	<b>664</b>	<b>-1.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	9/2021	9/2020		9/2021	9/2020	
Green	230,000	198,750	+15.7%	334	322	+3.7%
Rock	200,000	183,000	+9.3%	1,806	1,674	+7.9%
<b>Region 5 Total</b>	<b>202,500</b>	<b>185,000</b>	<b>+9.5%</b>	<b>2,140</b>	<b>1,996</b>	<b>+7.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	9/2021	9/2020		9/2021	9/2020	
Columbia	230,000	225,000	+2.2%	591	640	-7.7%
Dodge	209,900	180,000	+16.6%	804	822	-2.2%
Sauk	235,000	228,000	+3.1%	710	715	-0.7%
<b>Region 6 Total</b>	<b>225,000</b>	<b>209,900</b>	<b>+7.2%</b>	<b>2,105</b>	<b>2,177</b>	<b>-3.3%</b>

YTD RASCW Region Median Price		
Through	Through	% Change
9/2021	9/2020	
280,000	250,000	+12.0%

YTD RASCW Region Sales		
Through	Through	% Change
9/2021	9/2020	
12,883	12,976	-0.7%



REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

# Monthly Stats Report

Report Criteria: Reflecting data for: September 2021 | Type: Residential | Run Date: 10/12/2021

County	Median Price		
	9/2021	9/2020	% Change
Adams	220,500	142,000	+55.3%
Green Lake	212,500	184,900	+14.9%
Marquette	233,950	146,200	+60.0%
Waushara	209,750	142,500	+47.2%
<b>Region 1 Total</b>	<b>220,000</b>	<b>147,500</b>	<b>+49.2%</b>

	Sales		
	9/2021	9/2020	% Change
	69	69	0.0%
	36	33	+9.1%
	30	36	-16.7%
	36	49	-26.5%
<b>Region 1 Total</b>	<b>171</b>	<b>187</b>	<b>-8.6%</b>

	Months Inventory		
	9/2021	9/2020	% Change
	4.3	3.9	+10.3%
	4.2	5.6	-25.0%
	4.6	4.4	+4.5%
	4.6	4.0	+15.0%
<b>Region 1 Total</b>	<b>4.4</b>	<b>4.3</b>	<b>+2.3%</b>

County	Median Price		
	9/2021	9/2020	% Change
Crawford	177,500	165,000	+7.6%
Richland	155,900	163,900	-4.9%
Vernon	157,500	211,950	-25.7%
<b>Region 2 Total</b>	<b>158,705</b>	<b>179,250</b>	<b>-11.5%</b>

	Sales		
	9/2021	9/2020	% Change
	19	25	-24.0%
	17	11	+54.5%
	28	32	-12.5%
<b>Region 2 Total</b>	<b>64</b>	<b>68</b>	<b>-5.9%</b>

	Months Inventory		
	9/2021	9/2020	% Change
	3.9	6.7	-41.8%
	5.4	4.6	+17.4%
	3.5	5.8	-39.7%
<b>Region 2 Total</b>	<b>4</b>	<b>5.8</b>	<b>-31.0%</b>

County	Median Price		
	9/2021	9/2020	% Change
Dane	350,000	320,000	+9.4%
<b>Region 3 Total</b>	<b>350,000</b>	<b>320,000</b>	<b>+9.4%</b>

	Sales		
	9/2021	9/2020	% Change
	763	907	-15.9%
<b>Region 3 Total</b>	<b>763</b>	<b>907</b>	<b>-15.9%</b>

	Months Inventory		
	9/2021	9/2020	% Change
	2.7	3.5	-22.9%
<b>Region 3 Total</b>	<b>2.7</b>	<b>3.5</b>	<b>-22.9%</b>

County	Median Price		
	9/2021	9/2020	% Change
Grant	169,500	122,000	+38.9%
Iowa	207,000	220,000	-5.9%
Lafayette	178,500	161,500	+10.5%
<b>Region 4 Total</b>	<b>175,500</b>	<b>151,500</b>	<b>+15.8%</b>

	Sales		
	9/2021	9/2020	% Change
	49	47	+4.3%
	21	27	-22.2%
	16	18	-11.1%
<b>Region 4 Total</b>	<b>86</b>	<b>92</b>	<b>-6.5%</b>

	Months Inventory		
	9/2021	9/2020	% Change
	4.1	4.6	-10.9%
	4.0	4.3	-7.0%
	3.5	4.6	-23.9%
<b>Region 4 Total</b>	<b>4</b>	<b>4.5</b>	<b>-11.1%</b>

County	Median Price		
	9/2021	9/2020	% Change
Green	230,000	257,450	-10.7%
Rock	200,500	188,000	+6.6%
<b>Region Total</b>	<b>207,000</b>	<b>195,000</b>	<b>+6.2%</b>

	Sales		
	9/2021	9/2020	% Change
	43	52	-17.3%
	231	213	+8.5%
<b>Region Total</b>	<b>274</b>	<b>265</b>	<b>+3.4%</b>

	Months Inventory		
	9/2021	9/2020	% Change
	3.4	3.7	-8.1%
	3.0	3.4	-11.8%
<b>Region Total</b>	<b>3.1</b>	<b>3.5</b>	<b>-11.4%</b>

County	Median Price		
	9/2021	9/2020	% Change
Columbia	223,000	232,000	-3.9%
Dodge	235,000	207,500	+13.3%
Sauk	233,000	251,000	-7.2%
<b>Region Total</b>	<b>231,000</b>	<b>228,500</b>	<b>+1.1%</b>

	Sales		
	9/2021	9/2020	% Change
	76	99	-23.2%
	107	96	+11.5%
	91	97	-6.2%
<b>Region Total</b>	<b>274</b>	<b>292</b>	<b>-6.2%</b>

	Months Inventory		
	9/2021	9/2020	% Change
	3.3	3.2	+3.1%
	3.0	3.4	-11.8%
	2.9	4.1	-29.3%
<b>Region Total</b>	<b>3</b>	<b>3.6</b>	<b>-16.7%</b>

**RASCW Market Area Median Price**

9/2021	9/2020	% Change
275,000	262,500	+4.8%

**RASCW Market Area Sales**

9/2021	9/2020	% Change
1,632	1,811	-9.9%

**RASCW Market Area Months Inventory**

9/2021	9/2020	% Change
3.1	3.7	-16.2%

**RASCW Market Area New Listings**

9/2021	9/2020	% Change
1,624	1,813	-10.4%

**RASCW Market Area Total Listings**

9/2021	9/2020	% Change
4,569	5,164	-11.5%

**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	112	426	3.2
\$125,000 - \$199,999	153	424	4.3
\$200,000 - \$349,999	193	439	5.3
\$350,000 - \$499,999	65	144	5.4
\$500,000+	46	107	5.2

**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	49	153	3.8
\$125,000 - \$199,999	68	229	3.6
\$200,000 - \$349,999	47	180	3.1
\$350,000 - \$499,999	33	56	7.1
\$500,000+	26	41	7.6

**Dane Price Range Stats**

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	14	115	1.5
\$125,000 - \$199,999	149	784	2.3
\$200,000 - \$349,999	745	3,891	2.3
\$350,000 - \$499,999	652	2,484	3.1
\$500,000+	420	1,351	3.7

### 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	66	212	3.7
\$125,000 - \$199,999	88	330	3.2
\$200,000 - \$349,999	62	232	3.2
\$350,000 - \$499,999	38	60	7.6
\$500,000+	37	46	9.7

### 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	95	467	2.4
\$125,000 - \$199,999	236	1,094	2.6
\$200,000 - \$349,999	294	1,101	3.2
\$350,000 - \$499,999	96	241	4.8
\$500,000+	52	82	7.6

### 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	56	317	2.1
\$125,000 - \$199,999	177	943	2.3
\$200,000 - \$349,999	289	1,117	3.1
\$350,000 - \$499,999	118	371	3.8
\$500,000+	93	133	8.4