

## Market Statistics: January-November 2020

### Home Sales:

Regionally, despite the limited inventory, the number of sales outpaced that of 2019 for the fifth month in a row. With 1,464 sales in November, the year to date total is 16,170 which is up 7.2%.

The additional 715 sales for Dane County result in a year to date total of 7,893 which is a 7.1% increase from 2019 figures.

### Home Prices:

The percentage increase on median price is up 7.4% across the 16 counties that we serve, paralleling the number of sales increases. In Dane County, the year to date median price is up 6.4% to \$315,000.

Interestingly, this represents no change in median from the year to date number in October.

### Inventory:

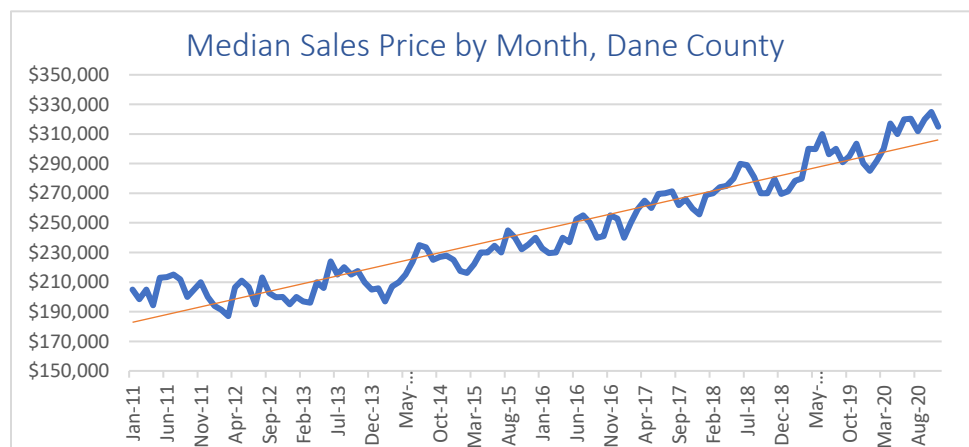
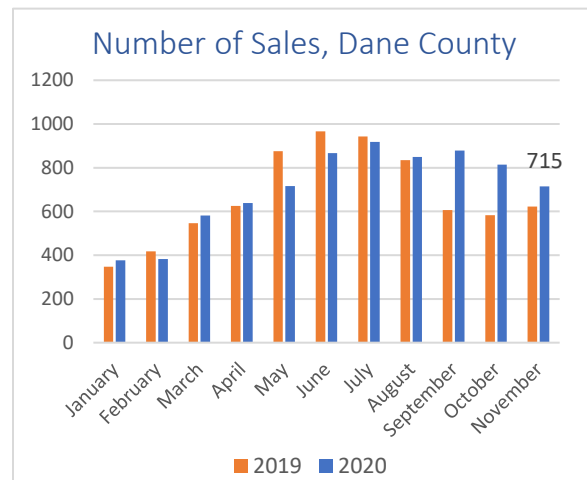
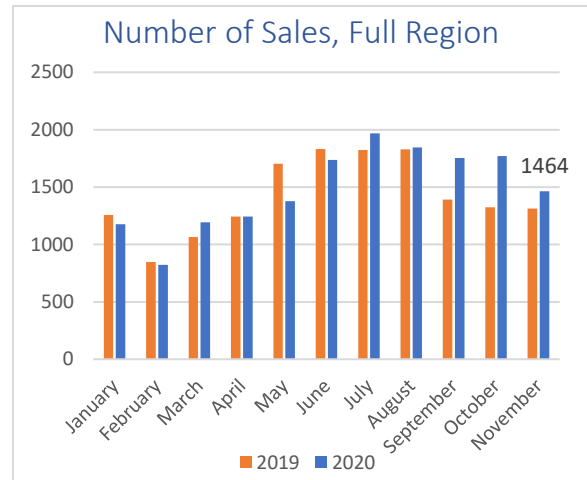
Housing supply or months of inventory has remained at historic lows, down almost 37% since last year and 16% since last month to 2.6. While Dane County is extremely low at 2.3 months, this is not a problem for urban counties alone. Waushara and Green both have supply numbers that are match or are lower and none of the counties we serve show a balanced market (around 6 months).

### Interest Rates:

November 25, 2.72% for a 30-year fixed

Mortgage rates remain at record lows, resisting their typical correlation to Treasury yields, which have recently been

moving higher. Mortgage spreads – the difference between mortgage rates and the 10-year Treasury





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rate – are declining from their elevated levels earlier this year. Although today’s mortgage spread is about 1.8 percentage points and still has some room to move down if the 10-year Treasury continues to rise, it’s encouraging to see that the spread is almost back to normal levels.

### What’s Ahead:

With news of an approved vaccine, in the next 3-6 months, homeowners may be more comfortable listing their homes to address their changing housing needs. This may provide some much needed supply, but with low interest rates remaining, the market will most likely see higher prices for those who are able to make that move.

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: November 2020 | Type: Residential | Run Date: 12/12/2020

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	11/2020	11/2019		11/2020	11/2019	
Adams	158,000	140,000	+12.9%	609	559	+8.9%
Green Lake	175,000	137,000	+27.7%	287	257	+11.7%
Marquette	161,250	135,500	+19.0%	244	238	+2.5%
Waushara	156,000	147,000	+6.1%	413	325	+27.1%
<b>Region 1 Total</b>	<b>160,000</b>	<b>140,928</b>	<b>+13.5%</b>	<b>1,553</b>	<b>1,379</b>	<b>+12.6%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	11/2020	11/2019		11/2020	11/2019	
Crawford	136,400	137,000	-0.4%	196	174	+12.6%
Richland	163,900	148,000	+10.7%	139	124	+12.1%
Vernon	183,600	167,000	+9.9%	305	248	+23.0%
<b>Region 2 Total</b>	<b>165,000</b>	<b>153,500</b>	<b>+7.5%</b>	<b>640</b>	<b>546</b>	<b>+17.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	11/2020	11/2019		11/2020	11/2019	
Dane	315,000	296,000	+6.4%	7,893	7,368	+7.1%
<b>Region 3 Total</b>	<b>315,000</b>	<b>296,000</b>	<b>+6.4%</b>	<b>7,893</b>	<b>7,368</b>	<b>+7.1%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	11/2020	11/2019		11/2020	11/2019	
Grant	143,000	140,000	+2.1%	427	374	+14.2%
Iowa	214,900	178,000	+20.7%	239	233	+2.6%
Lafayette	150,500	130,000	+15.8%	145	129	+12.4%
<b>Region 4 Total</b>	<b>159,900</b>	<b>149,900</b>	<b>+6.7%</b>	<b>811</b>	<b>736</b>	<b>+10.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	11/2020	11/2019		11/2020	11/2019	
Green	206,223	189,513	+8.8%	419	404	+3.7%
Rock	185,000	170,000	+8.8%	2,152	2,147	+0.2%
<b>Region 5 Total</b>	<b>187,900</b>	<b>171,000</b>	<b>+9.9%</b>	<b>2,571</b>	<b>2,551</b>	<b>+0.8%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	11/2020	11/2019		11/2020	11/2019	
Columbia	226,000	209,500	+7.9%	779	708	+10.0%
Dodge	184,900	165,000	+12.1%	1,018	891	+14.3%
Sauk	228,600	196,300	+16.5%	905	909	-0.4%
<b>Region 6 Total</b>	<b>211,750</b>	<b>190,000</b>	<b>+11.4%</b>	<b>2,702</b>	<b>2,508</b>	<b>+7.7%</b>

YTD RASCW Region Median Price		
Through	Through	% Change
11/2020	11/2019	
252,000	234,700	+7.4%

YTD RASCW Region Sales		
Through	Through	% Change
11/2020	11/2019	
16,170	15,088	+7.2%



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# Monthly Stats Report

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

County	Median Price		
	11/2020	11/2019	% Change
Adams	160,750	135,000	+19.1%
Green Lake	229,900	130,000	+76.8%
Marquette	160,350	167,500	-4.3%
Waushara	160,000	132,250	+21.0%
<b>Region 1 Total</b>	<b>170,350</b>	<b>134,950</b>	<b>+26.2%</b>

County	Sales		
	11/2020	11/2019	% Change
Adams	48	51	-5.9%
Green Lake	25	28	-10.7%
Marquette	20	19	+5.3%
Waushara	33	30	+10.0%
<b>Region 1 Total</b>	<b>126</b>	<b>128</b>	<b>-1.6%</b>

County	Months Inventory		
	11/2020	11/2019	% Change
Adams	3.2	6.9	-53.6%
Green Lake	4.6	8.0	-42.5%
Marquette	3.4	6.9	-50.7%
Waushara	2.1	6.7	-68.7%
<b>Region 1 Total</b>	<b>3.2</b>	<b>7.1</b>	<b>-54.9%</b>

County	Median Price		
	11/2020	11/2019	% Change
Crawford	108,000	146,750	-26.4%
Richland	200,000	196,500	+1.8%
Vernon	209,950	185,000	+13.5%
<b>Region 2 Total</b>	<b>192,000</b>	<b>176,250</b>	<b>+8.9%</b>

County	Sales		
	11/2020	11/2019	% Change
Crawford	15	10	+50.0%
Richland	16	9	+77.8%
Vernon	44	19	+131.6%
<b>Region 2 Total</b>	<b>75</b>	<b>38</b>	<b>+97.4%</b>

County	Months Inventory		
	11/2020	11/2019	% Change
Crawford	3.7	9.4	-60.6%
Richland	3.7	8.6	-57.0%
Vernon	3.8	6.6	-42.4%
<b>Region 2 Total</b>	<b>3.7</b>	<b>7.9</b>	<b>-53.2%</b>

County	Median Price		
	11/2020	11/2019	% Change
Dane	315,000	304,000	+3.6%
<b>Region 3 Total</b>	<b>315,000</b>	<b>304,000</b>	<b>+3.6%</b>

County	Sales		
	11/2020	11/2019	% Change
Dane	715	623	+14.8%
<b>Region 3 Total</b>	<b>715</b>	<b>623</b>	<b>+14.8%</b>

County	Months Inventory		
	11/2020	11/2019	% Change
Dane	2.3	3.2	-28.1%
<b>Region 3 Total</b>	<b>2.3</b>	<b>3.2</b>	<b>-28.1%</b>

County	Median Price		
	11/2020	11/2019	% Change
Grant	176,450	140,000	+26.0%
Iowa	160,000	215,000	-25.6%
Lafayette	NA	NA	NA
<b>Region 4 Total</b>	<b>174,900</b>	<b>145,850</b>	<b>+19.9%</b>

County	Sales		
	11/2020	11/2019	% Change
Grant	34	41	-17.1%
Iowa	15	20	-25.0%
Lafayette	7	15	-53.3%
<b>Region 4 Total</b>	<b>56</b>	<b>76</b>	<b>-26.3%</b>

County	Months Inventory		
	11/2020	11/2019	% Change
Grant	3.5	6.1	-42.6%
Iowa	4.0	5.5	-27.3%
Lafayette	3.3	6.1	-45.9%
<b>Region 4 Total</b>	<b>3.6</b>	<b>5.9</b>	<b>-39.0%</b>

County	Median Price		
	11/2020	11/2019	% Change
Green	215,000	157,500	+36.5%
Rock	184,000	165,000	+11.5%
<b>Region 5 Total</b>	<b>192,250</b>	<b>165,000</b>	<b>+16.5%</b>

County	Sales		
	11/2020	11/2019	% Change
Green	42	48	-12.5%
Rock	222	201	+10.4%
<b>Region 5 Total</b>	<b>264</b>	<b>249</b>	<b>+6.0%</b>

County	Months Inventory		
	11/2020	11/2019	% Change
Green	2.3	3.2	-28.1%
Rock	2.6	3.2	-18.8%
<b>Region 5 Total</b>	<b>2.5</b>	<b>3.2</b>	<b>-21.9%</b>

County	Median Price			Sales			Months Inventory		
	11/2020	11/2019	% Change	11/2020	11/2019	% Change	11/2020	11/2019	% Change
Columbia	205,000	212,500	-3.5%	71	47	+51.1%	2.4	4.1	-41.5%
Dodge	181,500	155,000	+17.1%	82	79	+3.8%	2.4	4.3	-44.2%
Sauk	235,000	181,500	+29.5%	75	72	+4.2%	2.9	4.5	-35.6%
<b>Region 6 Total</b>	<b>214,000</b>	<b>180,000</b>	<b>+18.9%</b>	<b>228</b>	<b>198</b>	<b>+15.2%</b>	<b>2.6</b>	<b>4.3</b>	<b>-39.5%</b>

RASCW Market Area Median Price			
11/2020	11/2019	% Change	
259,950	232,000	+12.0%	
	1,464		1,312
			+11.6%

RASCW Market Area Months Inventory				RASCW Market Area New Listings				RASCW Market Area Total Listings			
11/2020	11/2019	% Change		11/2020	11/2019	% Change		11/2020	11/2019	% Change	
2.6	4.1	-36.6%		939	897	+4.7%		3,687	5,499	-33.0%	

#### 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	129		566		2.7
\$125,000 - \$199,999	100		461		2.6
\$200,000 - \$349,999	123		442		3.3
\$350,000 - \$499,999	42		105		4.8
\$500,000+	46		85		6.5

#### 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	51		192		3.2
\$125,000 - \$199,999	58		238		2.9
\$200,000 - \$349,999	58		185		3.8
\$350,000 - \$499,999	22		45		5.9
\$500,000+	22		18		14.7

### Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	31	145	2.6
\$125,000 - \$199,999	154	1,020	1.8
\$200,000 - \$349,999	624	4,098	1.8
\$350,000 - \$499,999	452	2,131	2.5
\$500,000+	324	1,065	3.7

### 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	64	269	2.9
\$125,000 - \$199,999	69	314	2.6
\$200,000 - \$349,999	68	210	3.9
\$350,000 - \$499,999	28	47	7.1
\$500,000+	31	40	9.3

### Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	100	506	2.4
\$125,000 - \$199,999	175	1,050	2.0
\$200,000 - \$349,999	219	958	2.7
\$350,000 - \$499,999	52	185	3.4
\$500,000+	33	61	6.5

### 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	69	394	2.1
\$125,000 - \$199,999	194	973	2.4
\$200,000 - \$349,999	220	1,070	2.5
\$350,000 - \$499,999	78	324	2.9
\$500,000+	51	121	5.1