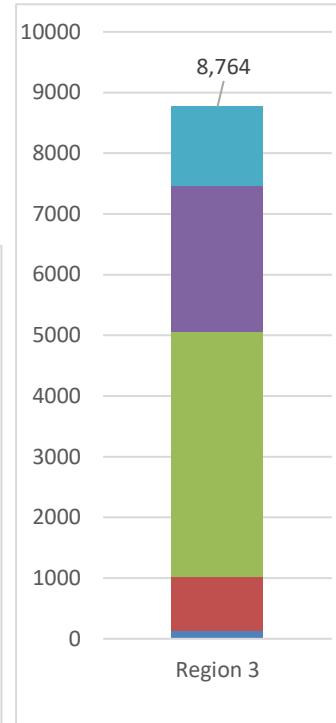
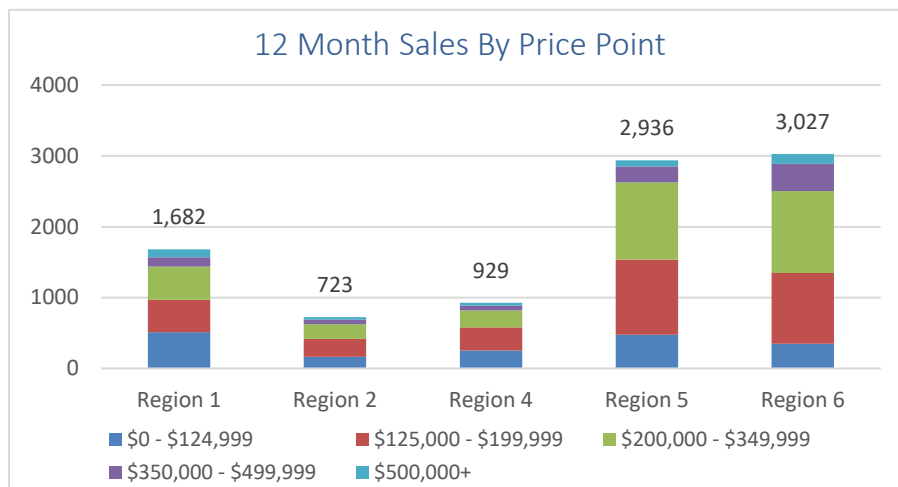


Market Statistics: January-June 2021

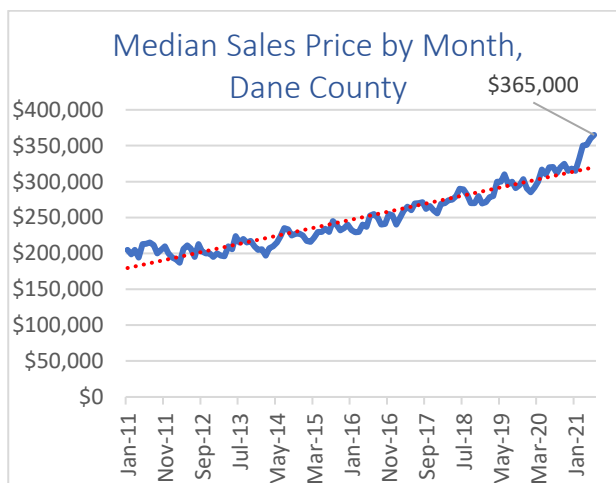
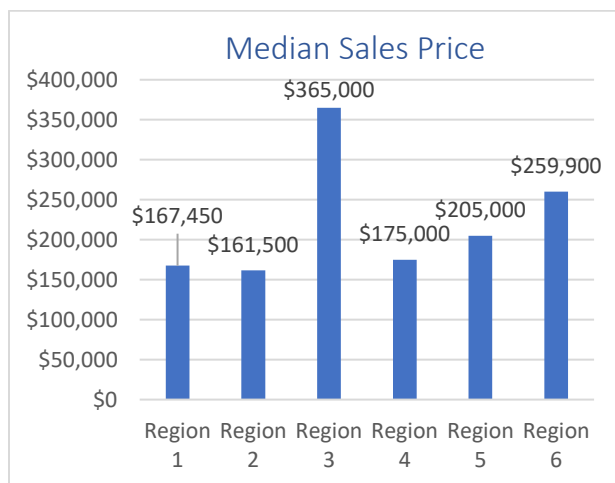
Home Sales:

The total number of sales in our service area over the past 12 months was 18,061. As you can see from the charts below, the number of transactions that took place under \$200,000 varied significantly based on what region they were in. For example, in Region 3 (Dane County), just 11.6% of transactions were under \$200k, while 52.4% of transactions in Region 5 (Rock/Green Counties) were under that threshold.



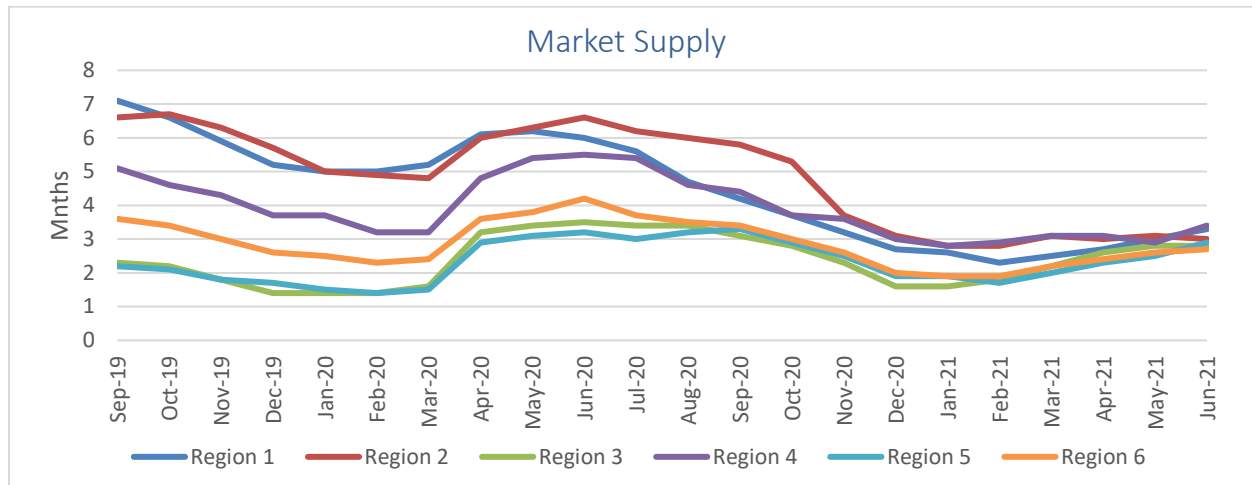
Home Prices:

The median sales price of homes continues to increase significantly across the state. Dane County has the highest median sales price at \$365,000 year to date, more than \$100,000 over the next highest median sales price in Region 6 (Columbia, Dodge, Sauk Counties) at \$259,900.



Inventory:

In most regions, the supply, or the number of months it would take to work through the listings based on current sales numbers, increased slightly again in June. The summer sales market has led to more listings, relieving some pressure on buyers. Although if you are looking at the more affordable price points in the area, inventory has remained very low, about 2 months, for homes under \$200,000.



Interest Rates: July 1st, 2.98% for a 30-year fixed

Mortgage rates decreased this week following the dip in U.S. Treasury yields. While mortgage rates tend to follow Treasury yields closely, other factors can be impactful such as the labor markets, which are continuing to improve per last week's jobs report. We expect economic growth to gradually drive interest rates higher, but homebuyers and refinance borrowers still have an opportunity to take advantage of 30-year rates that are expected to continue to hover around three percent.

What's Ahead:

In Dane County, increased pressure on the listings in lower price-points, that would be ideal options for first-time buyers, may drive owners into the surrounding counties. While there are larger percentages of affordable homes in those markets, the increased demand is proving to affect them as well, reducing supply and increasing prices significantly.

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

YTD Stats Report

Report Criteria: Reflecting YTD data through: June 2021 | Type: Residential | Run Date: 7/12/2021

County	YTD Median Price			YTD Sales		
	Through 6/2021	Through 6/2020	% Change	Through 6/2021	Through 6/2020	% Change
Adams	169,950	145,000	+17.2%	266	245	+8.6%
Green Lake	205,000	155,625	+31.7%	122	118	+3.4%
Marquette	180,000	150,380	+19.7%	107	93	+15.1%
Waushara	165,500	136,000	+21.7%	134	164	-18.3%
Region 1 Total	175,000	148,700	+17.7%	629	620	+1.5%

County	YTD Median Price			YTD Sales		
	Through 6/2021	Through 6/2020	% Change	Through 6/2021	Through 6/2020	% Change
Crawford	160,000	128,950	+24.1%	84	90	-6.7%
Richland	186,500	139,000	+34.2%	74	67	+10.4%
Vernon	177,500	164,700	+7.8%	151	118	+28.0%
Region 2 Total	175,000	152,900	+14.5%	309	275	+12.4%

County	YTD Median Price			YTD Sales		
	Through 6/2021	Through 6/2020	% Change	Through 6/2021	Through 6/2020	% Change
Dane	350,000	307,000	+14.0%	3,806	3,662	+3.9%
Region 3 Total	350,000	307,000	+14.0%	3,806	3,662	+3.9%

County	YTD Median Price			YTD Sales		
	Through 6/2021	Through 6/2020	% Change	Through 6/2021	Through 6/2020	% Change
Grant	150,000	144,000	+4.2%	201	185	+8.6%
Iowa	233,000	211,950	+9.9%	123	104	+18.3%
Lafayette	148,000	134,900	+9.7%	71	65	+9.2%
Region 4 Total	169,900	159,950	+6.2%	395	354	+11.6%

County	YTD Median Price			YTD Sales		
	Through 6/2021	Through 6/2020	% Change	Through 6/2021	Through 6/2020	% Change
Green	225,500	187,250	+20.4%	198	172	+15.1%
Rock	199,900	176,000	+13.6%	1,051	981	+7.1%
Region 5 Total	201,500	177,000	+13.8%	1,249	1,153	+8.3%

County	YTD Median Price			YTD Sales		
	Through 6/2021	Through 6/2020	% Change	Through 6/2021	Through 6/2020	% Change
Columbia	229,900	225,000	+2.2%	358	344	+4.1%
Dodge	205,000	170,000	+20.6%	475	471	+0.8%
Sauk	234,000	227,000	+3.1%	442	386	+14.5%
Region 6 Total	222,000	201,000	+10.4%	1,275	1,201	+6.2%

YTD RASCW Region Median Price		
Through 6/2021	Through 6/2020	% Change
280,000	245,000	+14.3%

YTD RASCW Region Sales		
Through 6/2021	Through 6/2020	% Change
7,663	7,265	+5.5%



Monthly Stats Report

REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: June 2021 | Type: Residential | Run Date: 7/12/2021

Median Price				Sales			Months Inventory		
County	6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
Adams	186,500	162,000	+15.1%	53	72	-26.4%	3.4	5.3	-35.8%
Green Lake	162,500	156,250	+4.0%	22	35	-37.1%	3.4	8.5	-60.0%
Marquette	156,000	140,500	+11.0%	24	24	0.0%	4.0	5.9	-32.2%
Waushara	163,000	175,000	-6.9%	31	49	-36.7%	2.7	6.1	-55.7%
Region 1 Total	167,450	157,450	+6.4%	130	180	-27.8%	3.3	6.2	-46.8%
Median Price				Sales			Months Inventory		
County	6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
Crawford	160,000	136,950	+16.8%	27	26	+3.8%	3.4	7.5	-54.7%
Richland	165,000	162,000	+1.9%	18	9	+100.0%	2.9	6.2	-53.2%
Vernon	163,000	160,000	+1.9%	24	24	0.0%	2.8	7.2	-61.1%
Region 2 Total	161,500	157,000	+2.9%	69	59	+16.9%	3	7.1	-57.7%
Median Price				Sales			Months Inventory		
County	6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
Dane	365,000	319,555	+14.2%	900	890	+1.1%	2.8	3.8	-26.3%
Region 3 Total	365,000	319,555	+14.2%	900	890	+1.1%	2.8	3.8	-26.3%
Median Price				Sales			Months Inventory		
County	6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
Grant	165,000	160,000	+3.1%	43	51	-15.7%	3.4	5.7	-40.4%
Iowa	215,000	169,000	+27.2%	21	19	+10.5%	3.2	5.6	-42.9%
Lafayette	185,000	150,750	+22.7%	11	18	-38.9%	4.1	7.1	-42.3%
Region 4 Total	175,000	165,500	+5.7%	75	88	-14.8%	3.4	5.9	-42.4%
Median Price				Sales			Months Inventory		
County	6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
Green	226,000	223,900	+0.9%	37	51	-27.5%	2.9	4.2	-31.0%
Rock	200,500	190,000	+5.5%	210	222	-5.4%	2.9	3.3	-12.1%
Region 5 Total	205,000	193,500	+5.9%	247	273	-9.5%	2.9	3.5	-17.1%

County	Median Price			Sales			Months Inventory		
	6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
Columbia	250,000	240,000	+4.2%	75	89	-15.7%	2.7	4.1	-34.1%
Dodge	235,000	202,500	+16.0%	95	106	-10.4%	2.6	4.1	-36.6%
Sauk	275,000	240,000	+14.6%	100	89	+12.4%	2.8	5.0	-44.0%
Region 6 Total	259,900	229,450	+13.3%	270	284	-4.9%	2.7	4.4	-38.6%

RASCW Market Area Median Price			RASCW Market Area Sales		
6/2021	6/2020	% Change	6/2021	6/2020	% Change
305,000	253,750	+20.2%	1,691	1,774	-4.7%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
6/2021	6/2020	% Change	6/2021	6/2020	% Change	6/2021	6/2020	% Change
2.9	4.3	-32.6%	1,992	2,050	-2.8%	4,379	5,709	-23.3%

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	104	513	2.4
\$125,000 - \$199,999	120	453	3.2
\$200,000 - \$349,999	143	473	3.6
\$350,000 - \$499,999	57	132	5.2
\$500,000+	45	111	4.9

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	36	163	2.7
\$125,000 - \$199,999	56	253	2.7
\$200,000 - \$349,999	46	209	2.6
\$350,000 - \$499,999	16	61	3.1
\$500,000+	28	37	9.1

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	27	129	2.5
\$125,000 - \$199,999	133	889	1.8
\$200,000 - \$349,999	770	4,041	2.3
\$350,000 - \$499,999	667	2,407	3.3
\$500,000+	471	1,298	4.4

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	55	254	2.6
\$125,000 - \$199,999	80	327	2.9
\$200,000 - \$349,999	69	240	3.5
\$350,000 - \$499,999	22	64	4.1
\$500,000+	41	44	11.2

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	83	475	2.1
\$125,000 - \$199,999	234	1,062	2.6
\$200,000 - \$349,999	257	1,091	2.8
\$350,000 - \$499,999	90	222	4.9
\$500,000+	42	86	5.9

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	52	351	1.8
\$125,000 - \$199,999	185	997	2.2
\$200,000 - \$349,999	265	1,157	2.7
\$350,000 - \$499,999	104	383	3.3
\$500,000+	81	139	7.0