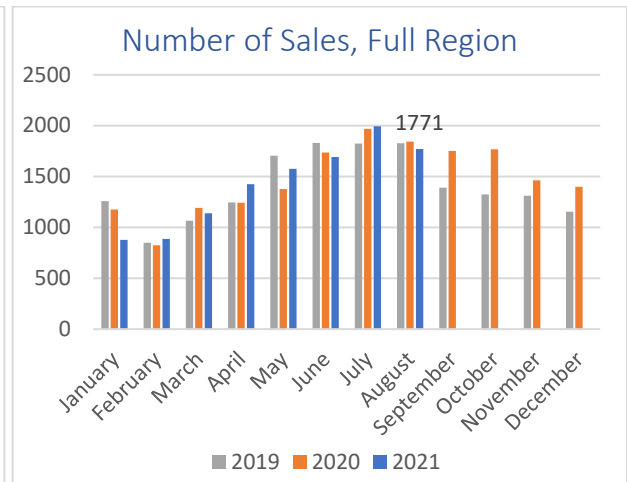
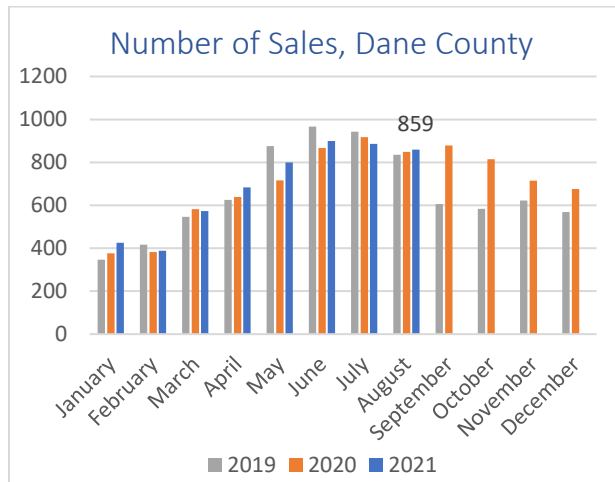


Market Statistics: January-August 2021

Home Sales:

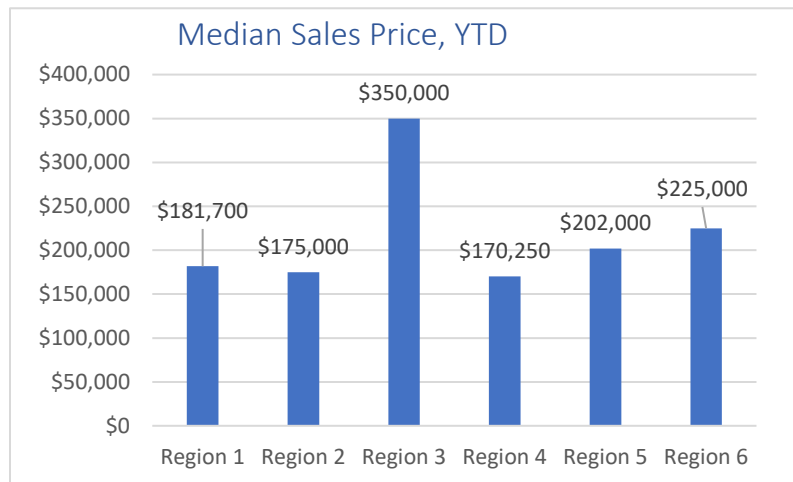
The number of home sales dipped slightly in August from July, falling in line with the traditional market cycles. In Dane County, sales were up slightly over last year, which helped to pick up some ground from the year to date 2020 figures. In the full region, total sales are very close to even year over year: 11,164 in 2020 versus 11,212 in 2021. Dane County has seen just a 2% increase: 5,476 in 2020 versus 5,599 in 2021.



Home Prices:

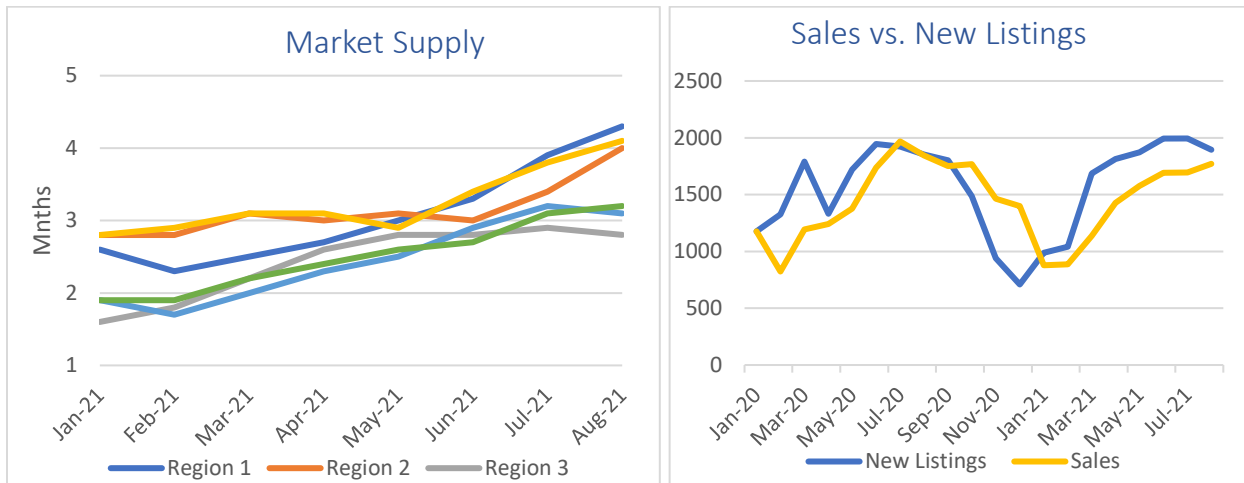
The increase in home prices has been the center of many stories over the past year. Throughout the area served by SCWMLS, home prices have increased by 12.4%. With the majority of sales in Dane County, an increase of 12.2% is helping to carry that average.

Regions 5 and 6 come next in terms of sales volume, and are up 10.4% and 9.5% respectively in sales price.



Inventory:

While the housing market remains competitive, the number of months supply, or “Market Supply”, has steadily increased over 2021, creating better opportunities for buyers. The market is still weighted towards sellers, however, but it appears they are viewing this market as an opportunity and listing more often.



Interest Rates: August 26, 2021, 2.87% for a 30-year fixed

While the economy continues to grow, it has lost momentum over the last two months due to the current wave of new COVID cases that has led to weaker employment, lower spending, and declining consumer confidence. Consequently, mortgage rates dropped early this summer and have stayed steady despite increases in inflation caused by supply and demand imbalances. The net result for housing is that these low and stable rates allow consumers more time to find the homes they are looking to purchase.

What's Ahead:

With a strong economy, a plethora of available jobs, and sellers who are more interested in listing, the market is unlikely to experience drastic changes over the next 12 months. The increase in home prices will remain high, but is likely to fall into single digits as competition eases slightly.

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

YTD Stats Report

Report Criteria: Reflecting YTD data through: August 2021 | Type: Residential | Run Date: 9/12/2021

County	YTD Median Price			YTD Sales		
	Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Adams	170,000	156,500	+8.6%	402	423	-5.0%
Green Lake	199,690	162,700	+22.7%	184	204	-9.8%
Marquette	190,000	167,000	+13.8%	165	161	+2.5%
Waushara	193,000	156,000	+23.7%	199	283	-29.7%
Region 1 Total	181,700	158,500	+14.6%	950	1,071	-11.3%

County	YTD Median Price			YTD Sales		
	Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Crawford	165,900	130,000	+27.6%	115	131	-12.2%
Richland	173,000	154,500	+12.0%	97	101	-4.0%
Vernon	177,950	173,750	+2.4%	196	198	-1.0%
Region 2 Total	175,000	159,000	+10.1%	408	430	-5.1%

County	YTD Median Price			YTD Sales		
	Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Dane	350,000	312,000	+12.2%	5,599	5,476	+2.2%
Region 3 Total	350,000	312,000	+12.2%	5,599	5,476	+2.2%

County	YTD Median Price			YTD Sales		
	Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Grant	155,000	143,950	+7.7%	288	294	-2.0%
Iowa	225,000	206,700	+8.9%	175	174	+0.6%
Lafayette	159,900	150,000	+6.6%	107	104	+2.9%
Region 4 Total	170,250	159,950	+6.4%	570	572	-0.3%

County	YTD Median Price			YTD Sales		
	Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Green	230,000	189,750	+21.2%	291	270	+7.8%
Rock	199,900	182,500	+9.5%	1,571	1,460	+7.6%
Region 5 Total	202,000	183,000	+10.4%	1,862	1,730	+7.6%

County	YTD Median Price			YTD Sales		
	Through 8/2021	Through 8/2020	% Change	Through 8/2021	Through 8/2020	% Change
Columbia	232,000	222,500	+4.3%	514	541	-5.0%
Dodge	205,000	174,700	+17.3%	693	726	-4.5%
Sauk	235,000	225,000	+4.4%	616	618	-0.3%
Region 6 Total	225,000	205,400	+9.5%	1,823	1,885	-3.3%

YTD RASCW Region Median Price		
Through 8/2021	Through 8/2020	% Change
281,000	249,900	+12.4%

YTD RASCW Region Sales		
Through 8/2021	Through 8/2020	% Change
11,212	11,164	+0.4%

Monthly Stats Report

Report Criteria: Reflecting data for: August 2021 | Type: Residential | Run Date: 9/12/2021

County	Median Price			Sales			Months Inventory		
	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Adams	180,000	185,000	-2.7%	68	96	-29.2%	4.3	4.2	+2.4%
Green Lake	185,450	221,350	-16.2%	32	40	-20.0%	4.7	6.2	-24.2%
Marquette	209,500	205,000	+2.2%	35	31	+12.9%	4.4	5.6	-21.4%
Waushara	279,950	198,500	+41.0%	34	56	-39.3%	3.7	4.7	-21.3%
Region 1 Total	199,900	200,000	-0.1%	169	223	-24.2%	4.3	4.9	-12.2%
County	Median Price			Sales			Months Inventory		
	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Crawford	200,000	136,900	+46.1%	13	21	-38.1%	4.0	7.5	-46.7%
Richland	129,900	220,000	-41.0%	15	21	-28.6%	5.1	5.1	0.0%
Vernon	171,450	186,000	-7.8%	24	37	-35.1%	3.5	6.1	-42.6%
Region 2 Total	178,950	183,900	-2.7%	52	79	-34.2%	4	6.3	-36.5%
County	Median Price			Sales			Months Inventory		
	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Dane	355,000	320,139	+10.9%	859	868	-1.0%	2.8	3.8	-26.3%
Region 3 Total	355,000	320,139	+10.9%	859	868	-1.0%	2.8	3.8	-26.3%
County	Median Price			Sales			Months Inventory		
	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Grant	166,000	144,500	+14.9%	49	55	-10.9%	4.2	4.8	-12.5%
Iowa	206,000	203,000	+1.5%	28	39	-28.2%	4.0	4.3	-7.0%
Lafayette	159,900	178,000	-10.2%	15	20	-25.0%	3.8	5.5	-30.9%
Region 4 Total	177,500	163,500	+8.6%	92	114	-19.3%	4.1	4.8	-14.6%
County	Median Price			Sales			Months Inventory		
	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Green	247,000	199,000	+24.1%	51	44	+15.9%	3.5	4.4	-20.5%
Rock	205,000	192,000	+6.8%	273	224	+21.9%	3.1	3.3	-6.1%
Region 5 Total	211,000	192,750	+9.5%	324	268	+20.9%	3.1	3.5	-11.4%

County	Median Price			Sales			Months Inventory		
	8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
Columbia	230,000	230,000	0.0%	73	109	-33.0%	3.5	3.6	-2.8%
Dodge	215,450	185,000	+16.5%	110	119	-7.6%	3.2	3.4	-5.9%
Sauk	232,000	222,500	+4.3%	92	102	-9.8%	2.9	4.2	-31.0%
Region 6 Total	225,000	211,750	+6.3%	275	330	-16.7%	3.2	3.7	-13.5%

RASCW Market Area Median Price			RASCW Market Area Sales		
8/2021	8/2020	% Change	8/2021	8/2020	% Change
285,000	255,050	+11.7%	1,771	1,882	-5.9%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
8/2021	8/2020	% Change	8/2021	8/2020	% Change	8/2021	8/2020	% Change
3.2	4	-20.0%	1,894	1,884	+0.5%	4,678	5,363	-12.8%

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	102	465	2.6
\$125,000 - \$199,999	146	428	4.1
\$200,000 - \$349,999	186	424	5.3
\$350,000 - \$499,999	72	131	6.6
\$500,000+	48	104	5.5

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	54	148	4.4
\$125,000 - \$199,999	67	237	3.4
\$200,000 - \$349,999	45	191	2.8
\$350,000 - \$499,999	29	57	6.1
\$500,000+	29	39	8.9

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	20	120	2.0
\$125,000 - \$199,999	146	808	2.2
\$200,000 - \$349,999	776	3,987	2.3
\$350,000 - \$499,999	664	2,493	3.2
\$500,000+	446	1,338	4.0

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	63	226	3.3
\$125,000 - \$199,999	97	322	3.6
\$200,000 - \$349,999	70	235	3.6
\$350,000 - \$499,999	30	60	6.0
\$500,000+	41	43	11.4

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	101	470	2.6
\$125,000 - \$199,999	233	1,091	2.6
\$200,000 - \$349,999	298	1,089	3.3
\$350,000 - \$499,999	102	234	5.2
\$500,000+	43	88	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	319	2.0
\$125,000 - \$199,999	189	949	2.4
\$200,000 - \$349,999	304	1,121	3.3
\$350,000 - \$499,999	126	367	4.1
\$500,000+	99	135	8.8