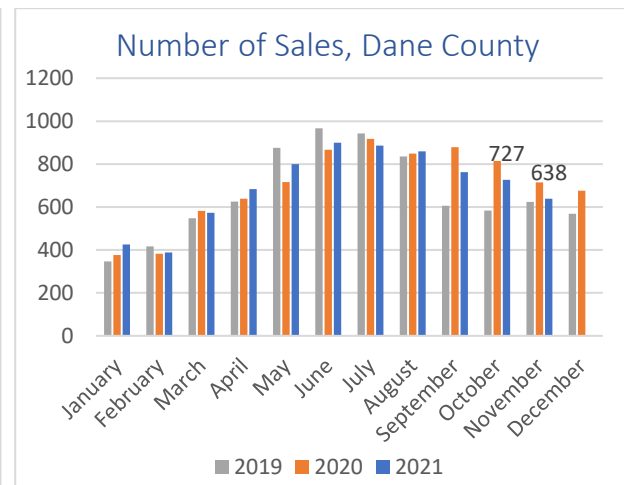
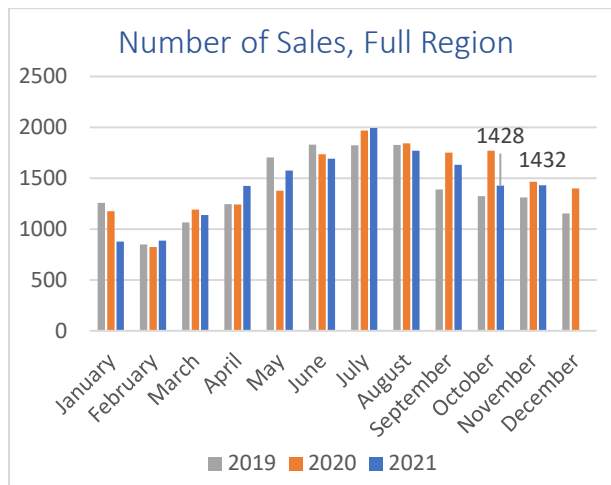


Market Statistics: January-November 2021

Home Sales:

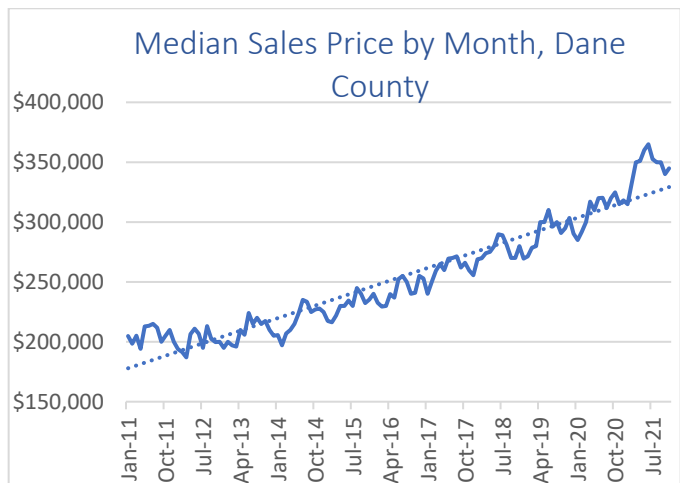
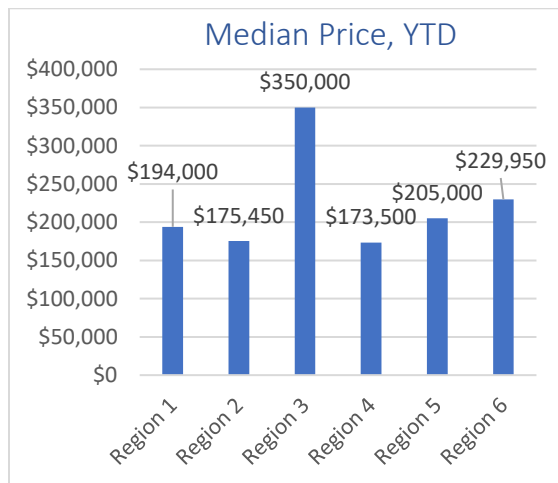
Across the RASCW service area, even with the highs and lows throughout the year, the total amount of sales year to date is down just 1.4% as compared to 2020 (16,036 vs 16,268). The number of sales in Dane County year to date was 7,807 vs 7,942 in 2020, just 1.7% lower.

The reduction in number of sales says a lot about the limited supply of housing available for sale, as demand remained very strong throughout the year.



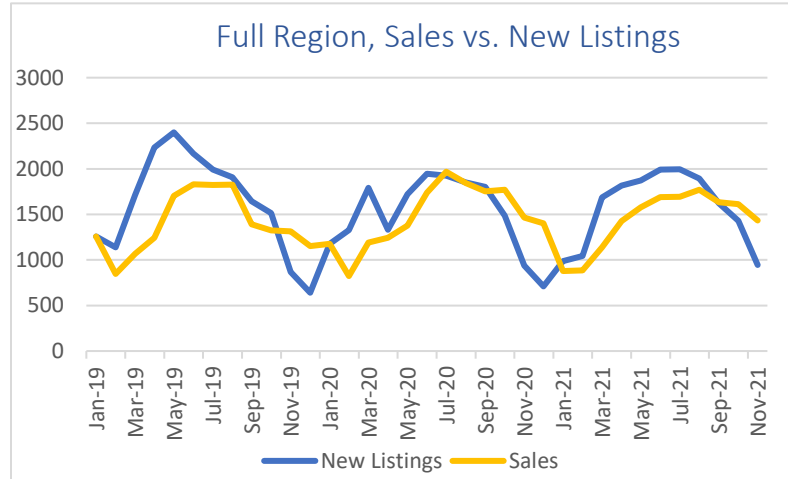
Home Prices:

Median home sales prices increased significantly in our service area with a 10.9% increase, from \$252,500 to \$280,000. The smallest increase is in region two (Crawford, Richland, & Vernon Counties), which is still over 6%. Dane County's increase is a substantial 11.1%, ending November at \$350,000.



Inventory:

Although sales have slowed this month, so have the number of new listings, putting additional pressure on buyers. Across the board in November, market supply figures have dropped for the second month in a row.



Month's Supply

Region 1	3.3
Region 2	3.7
Region 3	2.2
Region 4	3.4
Region 5	2.5
Region 6	2.5

Interest Rates: November 24, 2021, 3.1% for a 30-year fixed

Despite the noise around the economy, inflation, and monetary policy, mortgage rate volatility has been low. For most of 2021, mortgage rates have stayed within half a percentage point, which is a smaller range than in past years.

What's Ahead:

Going into 2022, the Fed has said they intend on raising interest rates 2-3 times to help offset the inflation the country is experiencing. Those additional points may push some buyers out of the hunt for housing, reducing demand. That has led many experts to predict a peak in the market, with prices eventually stabilizing in 2022.

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

YTD Stats Report

Report Criteria: Reflecting YTD data through: October 2021 | Type: Residential | Run Date: 11/12/2021

County	YTD Median Price			YTD Sales		
	Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Adams	184,500	158,000	+16.8%	538	566	-4.9%
Green Lake	205,000	170,500	+20.2%	259	264	-1.9%
Marquette	197,500	163,000	+21.2%	221	226	-2.2%
Waushara	200,000	157,000	+27.4%	295	385	-23.4%
Region 1 Total	195,000	160,000	+21.9%	1,313	1,441	-8.9%

County	YTD Median Price			YTD Sales		
	Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Crawford	165,000	137,000	+20.4%	149	182	-18.1%
Richland	158,705	162,000	-2.0%	134	123	+8.9%
Vernon	177,700	180,000	-1.3%	252	262	-3.8%
Region 2 Total	173,000	163,000	+6.1%	535	567	-5.6%

County	YTD Median Price			YTD Sales		
	Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Dane	350,000	315,000	+11.1%	7,139	7,216	-1.1%
Region 3 Total	350,000	315,000	+11.1%	7,139	7,216	-1.1%

County	YTD Median Price			YTD Sales		
	Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Grant	160,000	142,400	+12.4%	379	395	-4.1%
Iowa	222,000	214,950	+3.3%	215	226	-4.9%
Lafayette	159,950	150,000	+6.6%	136	139	-2.2%
Region 4 Total	173,000	158,950	+8.8%	730	760	-3.9%

County	YTD Median Price			YTD Sales		
	Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Green	234,000	205,000	+14.1%	373	377	-1.1%
Rock	200,000	185,000	+8.1%	2,058	1,938	+6.2%
Region 5 Total	205,000	187,000	+9.6%	2,431	2,315	+5.0%

County	YTD Median Price			YTD Sales		
	Through 10/2021	Through 10/2020	% Change	Through 10/2021	Through 10/2020	% Change
Columbia	239,900	225,500	+6.4%	680	712	-4.5%
Dodge	210,000	184,900	+13.6%	912	939	-2.9%
Sauk	240,000	226,000	+6.2%	807	832	-3.0%
Region 6 Total	229,900	210,600	+9.2%	2,399	2,483	-3.4%

YTD RASCW Region Median Price		
Through 10/2021	Through 10/2020	% Change
280,000	251,000	+11.6%

YTD RASCW Region Sales		
Through 10/2021	Through 10/2020	% Change
14,547	14,782	-1.6%



Monthly Stats Report

REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: November 2021 | Type: Residential | Run Date: 12/14/2021

County	Median Price		
	11/2021	11/2020	% Change
Adams	172,500	160,750	+7.3%
Green Lake	176,000	245,000	-28.2%
Marquette	246,500	151,000	+63.2%
Waushara	207,500	160,000	+29.7%
Region Total	185,000	169,700	+9.0%

	Sales		
	11/2021	11/2020	% Change
	52	48	+8.3%
	25	25	0.0%
	28	23	+21.7%
	44	33	+33.3%
Region Total	149	129	+15.5%

	Months Inventory		
	11/2021	11/2020	% Change
	3.3	3.2	+3.1%
	3.3	4.9	-32.7%
	3.7	3.4	+8.8%
	3.0	2.3	+30.4%
Region Total	3.3	3.3	0.0%

County	Median Price		
	11/2021	11/2020	% Change
Crawford	138,500	108,000	+28.2%
Richland	214,000	200,000	+7.0%
Vernon	204,500	209,950	-2.6%
Region Total	195,000	192,000	+1.6%

	Sales		
	11/2021	11/2020	% Change
	11	15	-26.7%
	24	16	+50.0%
	32	44	-27.3%
Region Total	67	75	-10.7%

	Months Inventory		
	11/2021	11/2020	% Change
	4.2	3.8	+10.5%
	4.3	3.7	+16.2%
	3.0	3.8	-21.1%
Region Total	3.7	3.8	-2.6%

County	Median Price		
	11/2021	11/2020	% Change
Dane	345,000	317,321	+8.7%
Region Total	345,000	317,321	+8.7%

	Sales		
	11/2021	11/2020	% Change
	638	726	-12.1%
Region Total	638	726	-12.1%

	Months Inventory		
	11/2021	11/2020	% Change
	2.2	2.6	-15.4%
Region Total	2.2	2.6	-15.4%

County	Median Price		
	11/2021	11/2020	% Change
Grant	162,450	176,450	-7.9%
Iowa	220,000	162,500	+35.4%
Lafayette	165,000	190,500	-13.4%
Region Total	178,500	174,900	+2.1%

	Sales		
	11/2021	11/2020	% Change
	40	34	+17.6%
	27	16	+68.8%
	17	7	+142.9%
Region Total	84	57	+47.4%

	Months Inventory		
	11/2021	11/2020	% Change
	3.5	3.6	-2.8%
	3.5	4.0	-12.5%
	3.0	3.8	-21.1%
Region Total	3.4	3.8	-10.5%

County	Median Price		
	11/2021	11/2020	% Change
Green	244,000	215,000	+13.5%
Rock	200,000	185,000	+8.1%
Region Total	200,000	192,500	+3.9%

	Sales		
	11/2021	11/2020	% Change
	44	42	+4.8%
	218	225	-3.1%
Region Total	262	267	-1.9%

	Months Inventory		
	11/2021	11/2020	% Change
	2.7	2.6	+3.8%
	2.4	2.7	-11.1%
Region Total	2.5	2.7	-7.4%

County	Median Price			Sales			Months Inventory		
	11/2021	11/2020	% Change	11/2021	11/2020	% Change	11/2021	11/2020	% Change
Columbia	248,000	215,000	+15.3%	56	72	-22.2%	2.4	2.6	-7.7%
Dodge	214,000	176,000	+21.6%	99	85	+16.5%	2.7	2.5	+8.0%
Sauk	255,000	235,000	+8.5%	77	75	+2.7%	2.4	3.2	-25.0%
Region Total	237,875	211,000	+12.7%	232	232	0.0%	2.5	2.8	-10.7%

RASCW Market Area Median Price		
11/2021	11/2020	% Change
277,000	260,000	+6.5%

RASCW Market Area Sales		
11/2021	11/2020	% Change
1,432	1,486	-3.6%

RASCW Market Area Months Inventory		
11/2021	11/2020	% Change
2.5	2.8	-10.7%

RASCW Market Area New Listings		
11/2021	11/2020	% Change
945	996	-5.1%

RASCW Market Area Total Listings		
11/2021	11/2020	% Change
3,671	4,050	-9.4%

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	92	406	2.7
\$125,000 - \$199,999	113	441	3.1
\$200,000 - \$349,999	141	478	3.5
\$350,000 - \$499,999	45	148	3.6
\$500,000+	43	105	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	40	159	3.0
\$125,000 - \$199,999	59	223	3.2
\$200,000 - \$349,999	45	166	3.3
\$350,000 - \$499,999	26	61	5.1
\$500,000+	29	40	8.7

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	13	102	1.5
\$125,000 - \$199,999	109	747	1.8
\$200,000 - \$349,999	570	3,756	1.8
\$350,000 - \$499,999	549	2,518	2.6
\$500,000+	334	1,366	2.9

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	51	207	3.0
\$125,000 - \$199,999	79	337	2.8
\$200,000 - \$349,999	57	229	3.0
\$350,000 - \$499,999	34	65	6.3
\$500,000+	34	49	8.3

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	68	452	1.8
\$125,000 - \$199,999	181	1,083	2.0
\$200,000 - \$349,999	250	1,091	2.7
\$350,000 - \$499,999	68	255	3.2
\$500,000+	43	82	6.3

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	50	299	2.0
\$125,000 - \$199,999	162	911	2.1
\$200,000 - \$349,999	218	1,125	2.3
\$350,000 - \$499,999	103	389	3.2
\$500,000+	65	152	5.1