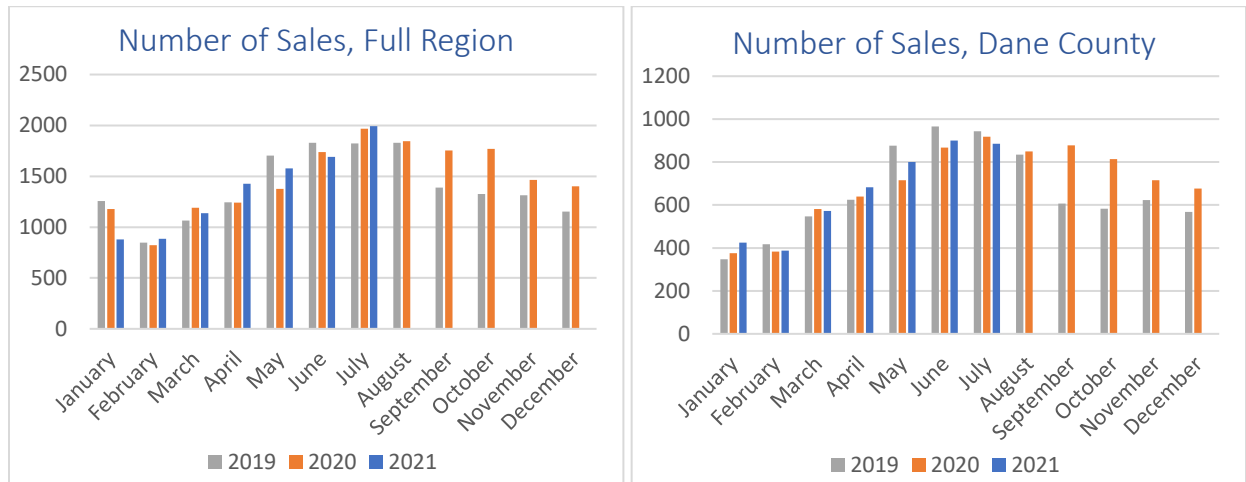


## Market Statistics: January-August 2021

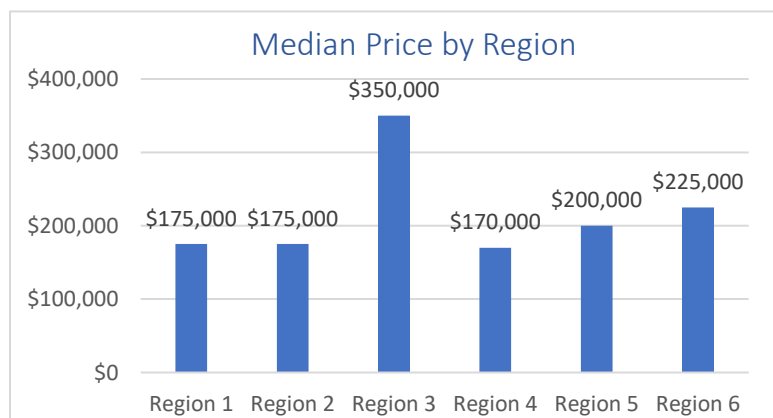
### Home Sales:

The total number of home sales in the SCWMLS service area continues to outpace sales in 2020 at 9,392 vs 9,282. Although the increase is just over 1%, that is remarkable when considering the lack of supply. Dane County has seen a 2.2% increase in sales for the year, but the month of July was about 6.2% down from last year at 886.



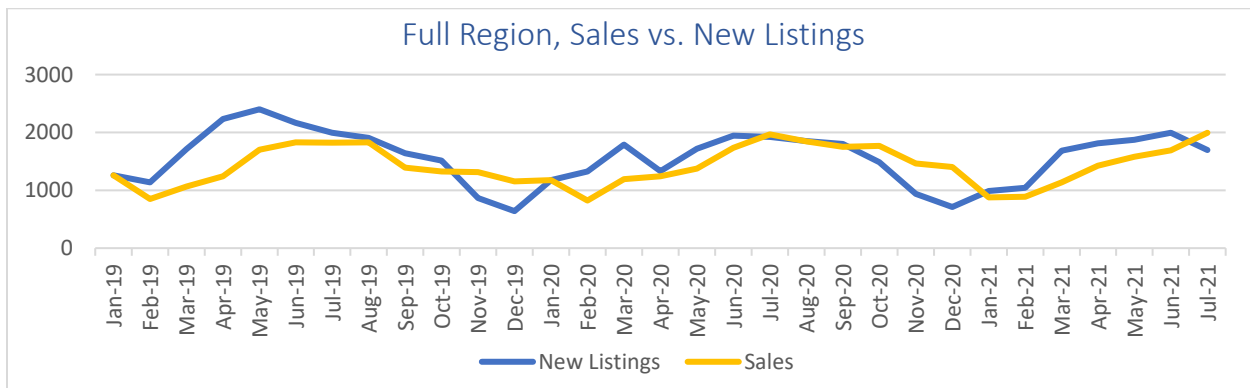
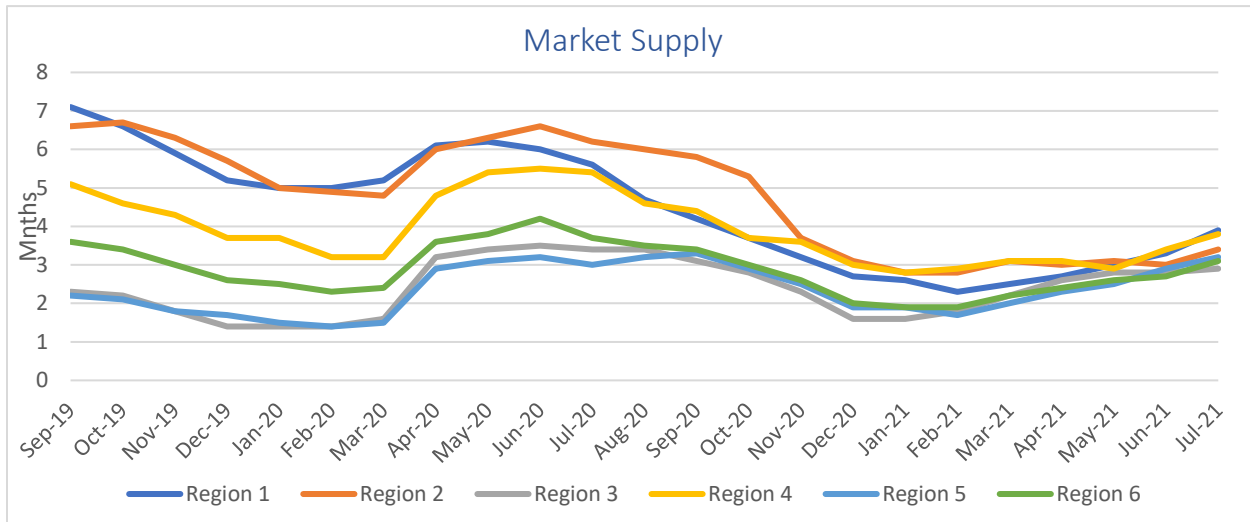
### Home Prices:

Median sales prices remain high, with increases in all regions. Region 1 (Adams, Green Lake, Marquette, Waushara) has the largest percent increase at 16.1%. Dane County, year to date, is at a 12.9% increase, and Region 4 (Grant, Iowa, Lafayette) saw the lowest increase at a still very respectable 7.1%.



### Inventory:

While the total market supply (or number of months supply) has increased again this month, we've also seen a shift in new listing activity. The number of sales was higher than the number of new listings for the first time since January 2021. While this may be an anomaly, it could also be a reaction to news of a second wave of COVID-19 cases due to the Delta variant.



**Interest Rates:** July 29, 2.8% for a 30-year fixed

As the economy works to get back to its pre-pandemic self, and the fight against COVID-19 variants unfolds, owners and buyers continue to benefit from some of the lowest mortgage rates of all time. Largely due to the current environment, the 30-year fixed-rate remains below 3% for the fifth consecutive week while the 15-year fixed-rate hits another record low.

#### What's Ahead:

The new variants of COVID-19 may cause a retraction in the economy, and potentially families back into their homes. This may result in an increase in listing activity as their homes may no longer meet the needs of a virtual work lifestyle. It could also result in a reduction of new listings if homeowners decide to minimize the risks of showings. Only time will tell.

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

# YTD Stats Report

**Report Criteria:** Reflecting YTD data through: July 2021 | Type: Residential | Run Date: 8/13/2021

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	7/2021	7/2020		7/2021	7/2020	
Adams	169,950	146,000	+16.4%	334	327	+2.1%
Green Lake	199,990	157,125	+27.3%	152	164	-7.3%
Marquette	185,000	160,500	+15.3%	129	130	-0.8%
Waushara	170,000	145,000	+17.2%	164	227	-27.8%
<b>Region 1 Total</b>	<b>175,000</b>	<b>150,690</b>	<b>+16.1%</b>	<b>779</b>	<b>848</b>	<b>-8.1%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	7/2021	7/2020		7/2021	7/2020	
Crawford	160,000	128,700	+24.3%	99	110	-10.0%
Richland	186,500	138,000	+35.1%	82	80	+2.5%
Vernon	178,950	173,000	+3.4%	172	161	+6.8%
<b>Region 2 Total</b>	<b>175,000</b>	<b>155,000</b>	<b>+12.9%</b>	<b>353</b>	<b>351</b>	<b>+0.6%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	7/2021	7/2020		7/2021	7/2020	
Dane	350,000	310,000	+12.9%	4,710	4,607	+2.2%
<b>Region 3 Total</b>	<b>350,000</b>	<b>310,000</b>	<b>+12.9%</b>	<b>4,710</b>	<b>4,607</b>	<b>+2.2%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	7/2021	7/2020		7/2021	7/2020	
Grant	154,500	143,900	+7.4%	239	239	0.0%
Iowa	227,500	209,900	+8.4%	147	135	+8.9%
Lafayette	159,500	147,000	+8.5%	92	84	+9.5%
<b>Region 4 Total</b>	<b>170,000</b>	<b>158,700</b>	<b>+7.1%</b>	<b>478</b>	<b>458</b>	<b>+4.4%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	7/2021	7/2020		7/2021	7/2020	
Green	227,200	185,000	+22.8%	240	226	+6.2%
Rock	199,450	180,000	+10.8%	1,296	1,237	+4.8%
<b>Region 5 Total</b>	<b>200,000</b>	<b>180,000</b>	<b>+11.1%</b>	<b>1,536</b>	<b>1,463</b>	<b>+5.0%</b>

County	YTD Median Price			YTD Sales		
	Through	Through	% Change	Through	Through	% Change
	7/2021	7/2020		7/2021	7/2020	
Columbia	231,000	221,950	+4.1%	439	432	+1.6%
Dodge	205,000	174,000	+17.8%	577	607	-4.9%
Sauk	234,950	226,000	+4.0%	520	516	+0.8%
<b>Region 6 Total</b>	<b>225,000</b>	<b>205,000</b>	<b>+9.8%</b>	<b>1,536</b>	<b>1,555</b>	<b>-1.2%</b>

YTD RASCW Region Median Price		
Through	Through	% Change
7/2021	7/2020	
280,000	247,125	+13.3%

YTD RASCW Region Sales		
Through	Through	% Change
7/2021	7/2020	
9,392	9,282	+1.2%



# Monthly Stats Report

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

**Report Criteria:** Reflecting data for: July 2021 | Type: Residential | Run Date: 8/13/2021

<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Adams	166,000	147,750	+12.4%	66	82	-19.5%	3.9	5.0	-22.0%
Green Lake	172,500	183,250	-5.9%	30	46	-34.8%	4.2	7.1	-40.8%
Marquette	187,507	175,000	+7.1%	20	37	-45.9%	4.7	5.5	-14.5%
Waushara	200,000	150,000	+33.3%	29	63	-54.0%	3.1	5.6	-44.6%
<b>Region 1 Total</b>	<b>179,900</b>	<b>158,500</b>	<b>+13.5%</b>	<b>145</b>	<b>228</b>	<b>-36.4%</b>	<b>3.9</b>	<b>5.6</b>	<b>-30.4%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Crawford	168,950	122,450	+38.0%	14	20	-30.0%	3.6	7.1	-49.3%
Richland	NA	NA	NA	8	13	-38.5%	3.9	6.4	-39.1%
Vernon	220,000	190,000	+15.8%	20	43	-53.5%	3.0	6.3	-52.4%
<b>Region 2 Total</b>	<b>180,500</b>	<b>171,000</b>	<b>+5.6%</b>	<b>42</b>	<b>76</b>	<b>-44.7%</b>	<b>3.4</b>	<b>6.6</b>	<b>-48.5%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Dane	352,750	320,000	+10.2%	886	945	-6.2%	2.9	3.8	-23.7%
<b>Region 3 Total</b>	<b>352,750</b>	<b>320,000</b>	<b>+10.2%</b>	<b>886</b>	<b>945</b>	<b>-6.2%</b>	<b>2.9</b>	<b>3.8</b>	<b>-23.7%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Grant	172,250	141,200	+22.0%	38	54	-29.6%	4.1	5.6	-26.8%
Iowa	170,763	182,500	-6.4%	24	31	-22.6%	3.5	5.5	-36.4%
Lafayette	182,500	150,500	+21.3%	20	19	+5.3%	3.7	6.2	-40.3%
<b>Region 4 Total</b>	<b>172,250</b>	<b>155,000</b>	<b>+11.1%</b>	<b>82</b>	<b>104</b>	<b>-21.2%</b>	<b>3.8</b>	<b>5.7</b>	<b>-33.3%</b>
<b>Median Price</b>				<b>Sales</b>			<b>Months Inventory</b>		
County	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Green	251,250	178,000	+41.2%	42	54	-22.2%	3.6	3.9	-7.7%
Rock	196,900	210,500	-6.5%	242	256	-5.5%	3.1	3.1	0.0%
<b>Region 5 Total</b>	<b>200,000</b>	<b>204,500</b>	<b>-2.2%</b>	<b>284</b>	<b>310</b>	<b>-8.4%</b>	<b>3.2</b>	<b>3.3</b>	<b>-3.0%</b>

County	Median Price			Sales			Months Inventory		
	7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
Columbia	240,000	218,500	+9.8%	81	88	-8.0%	3.2	4.0	-20.0%
Dodge	199,950	202,500	-1.3%	98	136	-27.9%	2.9	3.5	-17.1%
Sauk	249,650	221,700	+12.6%	76	130	-41.5%	3.1	4.4	-29.5%
<b>Region 6 Total</b>	<b>234,000</b>	<b>214,450</b>	<b>+9.1%</b>	<b>255</b>	<b>354</b>	<b>-28.0%</b>	<b>3.1</b>	<b>4</b>	<b>-22.5%</b>

RASCW Market Area Median Price			RASCW Market Area Sales		
7/2021	7/2020	% Change	7/2021	7/2020	% Change
290,000	254,000	+14.2%	1,694	2,017	-16.0%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
7/2021	7/2020	% Change	7/2021	7/2020	% Change	7/2021	7/2020	% Change
3.1	4.1	-24.4%	1,994	2,020	-1.3%	4,692	5,540	-15.3%

#### Adams/Marquette/Waushara/Green Lake Price Range Stats

Listing Price Range	Current Properties		Number of Sales	
	For Sale	Months Inventory	in Prev 12 months	Months Inventory
\$0 - \$124,999	101	2.6	474	2.6
\$125,000 - \$199,999	133	3.6	442	3.6
\$200,000 - \$349,999	171	4.6	450	4.6
\$350,000 - \$499,999	75	6.8	132	6.8
\$500,000+	50	5.7	106	5.7

#### Crawford/Richland/Vernon Price Range Stats

Listing Price Range	Current Properties		Number of Sales	
	For Sale	Months Inventory	in Prev 12 months	Months Inventory
\$0 - \$124,999	44	3.5	150	3.5
\$125,000 - \$199,999	55	2.6	250	2.6
\$200,000 - \$349,999	45	2.6	204	2.6
\$350,000 - \$499,999	26	5.5	57	5.5
\$500,000+	30	9.7	37	9.7

### Dane Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	24	128	2.3
\$125,000 - \$199,999	142	845	2.0
\$200,000 - \$349,999	753	4,009	2.3
\$350,000 - \$499,999	726	2,439	3.6
\$500,000+	476	1,303	4.4

### Grant/Iowa/Lafayette Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	70	236	3.6
\$125,000 - \$199,999	82	329	3.0
\$200,000 - \$349,999	77	236	3.9
\$350,000 - \$499,999	21	63	4.0
\$500,000+	43	44	11.7

### Rock/Green Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	97	461	2.5
\$125,000 - \$199,999	242	1,080	2.7
\$200,000 - \$349,999	289	1,056	3.3
\$350,000 - \$499,999	109	225	5.8
\$500,000+	42	92	5.5

### Sauk/Columbia/Dodge Price Range Stats

Listing Price Range	Current Properties	Number of Sales	Months Inventory
	For Sale	in Prev 12 months	
\$0 - \$124,999	55	344	1.9
\$125,000 - \$199,999	216	954	2.7
\$200,000 - \$349,999	293	1,119	3.1
\$350,000 - \$499,999	122	382	3.8
\$500,000+	83	135	7.4