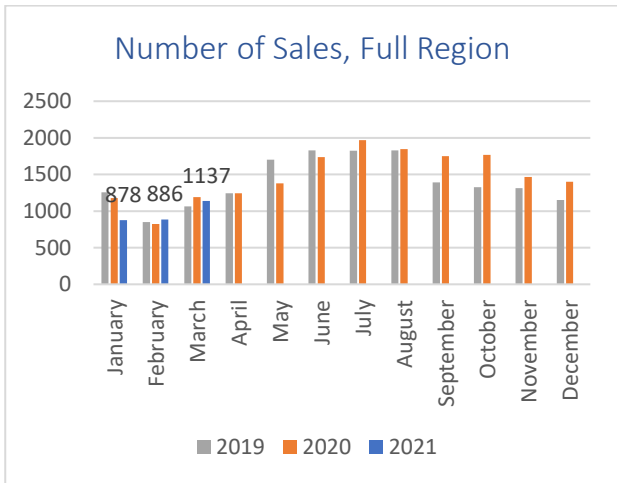
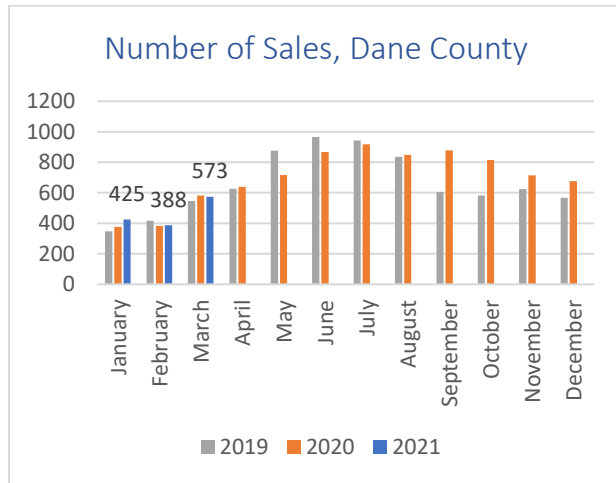


Market Statistics: January-March 2021

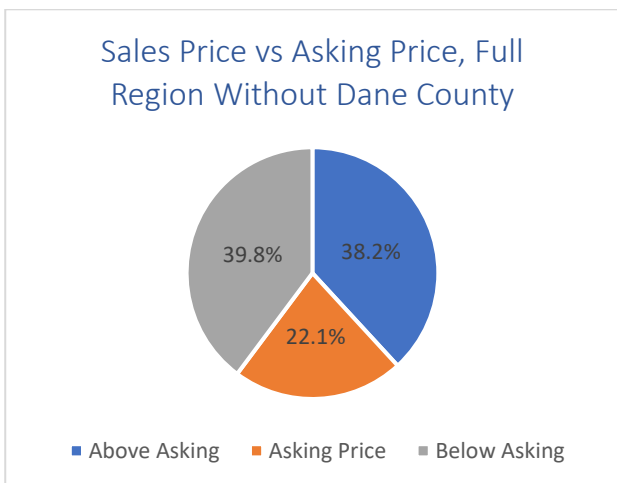
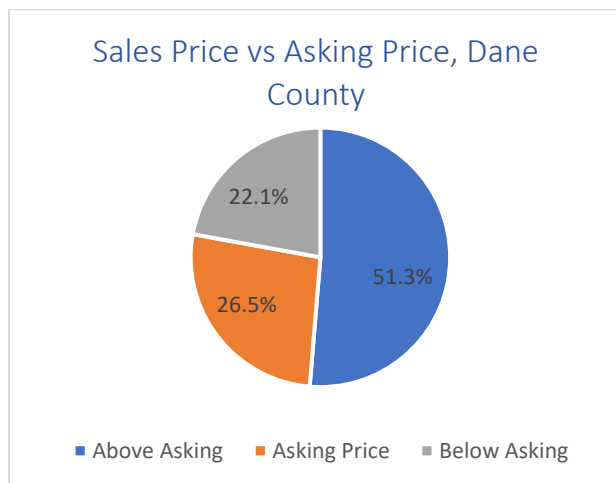
Home Sales:

Home sales in March followed seasonal trends with a slight increase over the previous month as the spring and summer sales market heats up. The number of sales in the region topped 1,137 and 573 in Dane County.



Home Prices:

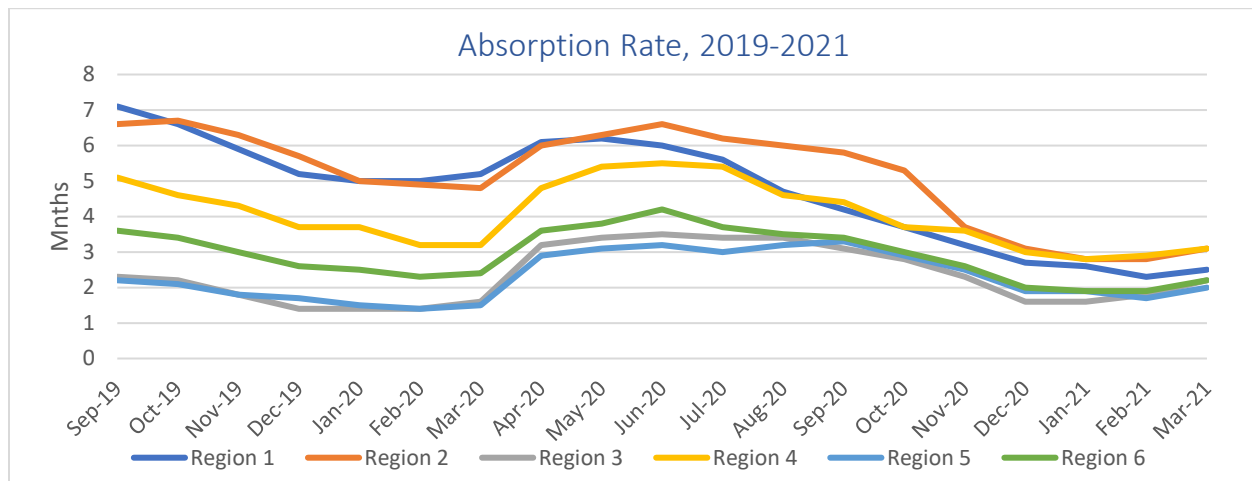
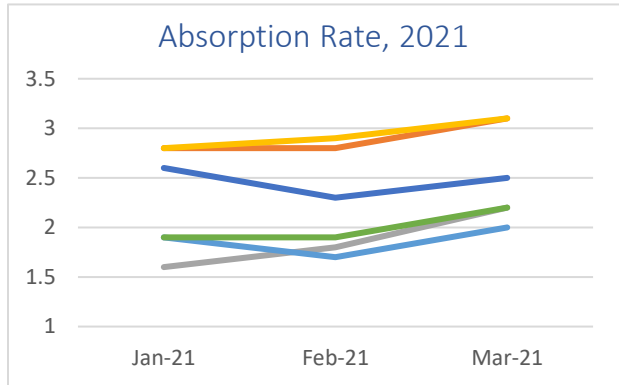
Home prices continued to rise across the region, averaging an 13% price increase year to date over 2020 sales. The continued lack of supply has been favorable for sellers in the market. In Dane County, 77.8% of listings sold at or above the listing price in March. Counties outside of Dane also have experienced heightened demand, with 60.3% of listings selling at or above list price.



Inventory:

While inventory remains low across all 6 regions in this report, we have experienced a modest increase in Absorption Rate during the first quarter of 2021 from 2 to 2.3 averaged. Pent up demand is proving to remain an issue, however, as those new listings are being snatched up quickly.

Dane County's Absorption rate is just 2.2 months. When considering that "balanced" is between 4 and 7, it is easy to see issue buyers are facing.



Interest Rates: March 25th, 3.17% for a 30-year fixed

March was the second consecutive month of increases as the optimism grows in the economic recovery. Analysts do expect the rates to decrease as we move into April due to modest declines in US Treasury yields. This decrease will most likely be short term but could provide opportunities for those able to move now.

What's Ahead:

The housing market remains strong, mirroring the general seasonality trends in sales and listing activity. The continued high demand will put additional pressure on housing prices, providing great benefit for those who chose to list.

YTD Stats Report

Report Criteria: Reflecting YTD data through: March 2021 | Type: Residential | Run Date: 4/12/2021

County	YTD Median Price			YTD Sales		
	Through 3/2021	Through 3/2020	% Change	Through 3/2021	Through 3/2020	% Change
Adams	165,000	158,000	+4.4%	109	80	+36.3%
Green Lake	216,000	160,000	+35.0%	56	37	+51.4%
Marquette	165,000	147,250	+12.1%	39	34	+14.7%
Waushara	181,500	123,500	+47.0%	38	67	-43.3%
Region Total	181,200	152,000	+19.2%	242	218	+11.0%

County	YTD Median Price			YTD Sales		
	Through 3/2021	Through 3/2020	% Change	Through 3/2021	Through 3/2020	% Change
Crawford	149,000	130,000	+14.6%	31	33	-6.1%
Richland	180,000	131,000	+37.4%	26	30	-13.3%
Vernon	155,000	155,000	0.0%	59	43	+37.2%
Region Total	155,000	136,000	+14.0%	116	106	+9.4%

County	YTD Median Price			YTD Sales		
	Through 3/2021	Through 3/2020	% Change	Through 3/2021	Through 3/2020	% Change
Dane	335,000	294,000	+13.9%	1,400	1,376	+1.7%
Region Total	335,000	294,000	+13.9%	1,400	1,376	+1.7%

County	YTD Median Price			YTD Sales		
	Through 3/2021	Through 3/2020	% Change	Through 3/2021	Through 3/2020	% Change
Grant	149,950	134,000	+11.9%	68	66	+3.0%
Iowa	235,000	192,500	+22.1%	53	48	+10.4%
Lafayette	125,000	151,250	-17.4%	23	30	-23.3%
Region Total	165,000	153,750	+7.3%	144	144	0.0%

County	YTD Median Price			YTD Sales		
	Through 3/2021	Through 3/2020	% Change	Through 3/2021	Through 3/2020	% Change
Green	197,500	162,300	+21.7%	80	58	+37.9%
Rock	185,000	172,700	+7.1%	444	420	+5.7%
Region Total	189,900	170,750	+11.2%	524	478	+9.6%

County	YTD Median Price			YTD Sales		
	Through 3/2021	Through 3/2020	% Change	Through 3/2021	Through 3/2020	% Change
Columbia	215,000	219,199	-1.9%	139	129	+7.8%
Dodge	190,500	165,000	+15.5%	189	203	-6.9%
Sauk	217,450	201,125	+8.1%	172	156	+10.3%
Region Total	208,250	190,500	+9.3%	500	488	+2.5%

YTD RASCW Region Median Price		
Through 3/2021	Through 3/2020	% Change
260,000	230,000	+13.0%

YTD RASCW Region Sales		
Through 3/2021	Through 3/2020	% Change
2,926	2,810	+4.1%



Monthly Stats Report

REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Report Criteria: Reflecting data for: March 2021 | Type: Residential | Run Date: 4/12/2021

Median Price				Sales			Months Inventory		
County	3/2021	3/2020	% Change	3/2021	3/2020	% Change	3/2021	3/2020	% Change
Adams	202,000	145,000	+39.3%	42	35	+20.0%	2.5	5.7	-56.1%
Green Lake	269,383	160,000	+68.4%	24	17	+41.2%	2.4	9.2	-73.9%
Marquette	170,000	198,000	-14.1%	10	11	-9.1%	3.3	6.1	-45.9%
Waushara	233,950	109,500	+113.7%	16	24	-33.3%	2.2	5.7	-61.4%
Region Total	209,750	150,000	+39.8%	92	87	+5.7%	2.5	6.4	-60.9%

Median Price				Sales			Months Inventory		
County	3/2021	3/2020	% Change	3/2021	3/2020	% Change	3/2021	3/2020	% Change
Crawford	149,000	128,500	+16.0%	15	8	+87.5%	3.2	8.3	-61.4%
Richland	NA	NA	NA	9	15	-40.0%	3.6	6.6	-45.5%
Vernon	153,450	173,000	-11.3%	22	25	-12.0%	2.8	6.4	-56.3%
Region Total	153,450	159,500	-3.8%	46	48	-4.2%	3.1	7.1	-56.3%

Median Price				Sales			Months Inventory		
County	3/2021	3/2020	% Change	3/2021	3/2020	% Change	3/2021	3/2020	% Change
Dane	350,000	300,000	+16.7%	573	597	-4.0%	2.2	3.7	-40.5%
Region Total	350,000	300,000	+16.7%	573	597	-4.0%	2.2	3.7	-40.5%

Median Price				Sales			Months Inventory		
County	3/2021	3/2020	% Change	3/2021	3/2020	% Change	3/2021	3/2020	% Change
Grant	150,000	163,000	-8.0%	21	29	-27.6%	3.1	5.2	-40.4%
Iowa	276,000	190,000	+45.3%	25	23	+8.7%	2.7	4.7	-42.6%
Lafayette	NA	NA	NA	8	10	-20.0%	3.7	5.7	-35.1%
Region Total	184,500	168,500	+9.5%	54	62	-12.9%	3.1	5.1	-39.2%

Median Price				Sales			Months Inventory		
County	3/2021	3/2020	% Change	3/2021	3/2020	% Change	3/2021	3/2020	% Change
Green	195,000	168,950	+15.4%	35	28	+25.0%	2.0	3.6	-44.4%
Rock	191,000	175,000	+9.1%	143	173	-17.3%	2.0	3.0	-33.3%
Region Total	191,500	175,000	+9.4%	178	201	-11.4%	2	3.1	-35.5%

County	Median Price			Sales			Months Inventory		
	3/2021	3/2020	% Change	3/2021	3/2020	% Change	3/2021	3/2020	% Change
Columbia	220,000	231,200	-4.8%	47	58	-19.0%	2.1	4.2	-50.0%
Dodge	205,000	160,250	+27.9%	81	96	-15.6%	2.0	3.4	-41.2%
Sauk	224,000	209,000	+7.2%	66	61	+8.2%	2.5	4.2	-40.5%
Region Total	218,701	195,000	+12.2%	194	215	-9.8%	2.2	3.9	-43.6%

RASCW Market Area Median Price		
3/2021	3/2020	% Change
280,000	236,500	+18.4%

RASCW Market Area Sales		
3/2021	3/2020	% Change
1,137	1,210	-6.0%

RASCW Market Area Months Inventory		
3/2021	3/2020	% Change
2.3	4.1	-43.9%

RASCW Market Area New Listings		
3/2021	3/2020	% Change
1,685	1,873	-10.0%

RASCW Market Area Total Listings		
3/2021	3/2020	% Change
3,373	5,550	-39.2%

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	101	550	2.2
\$125,000 - \$199,999	77	456	2.0
\$200,000 - \$349,999	103	463	2.7
\$350,000 - \$499,999	36	119	3.6
\$500,000+	41	100	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	35	179	2.3
\$125,000 - \$199,999	59	243	2.9
\$200,000 - \$349,999	47	197	2.9
\$350,000 - \$499,999	19	53	4.3
\$500,000+	20	28	8.6

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	13	147	1.1
\$125,000 - \$199,999	106	971	1.3
\$200,000 - \$349,999	604	4,081	1.8
\$350,000 - \$499,999	484	2,282	2.5
\$500,000+	375	1,150	3.9

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	60	252	2.9
\$125,000 - \$199,999	70	302	2.8
\$200,000 - \$349,999	48	229	2.5
\$350,000 - \$499,999	21	58	4.3
\$500,000+	27	42	7.7

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	72	513	1.7
\$125,000 - \$199,999	127	1,055	1.4
\$200,000 - \$349,999	206	1,040	2.4
\$350,000 - \$499,999	50	203	3.0
\$500,000+	32	72	5.3

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	58	371	1.9
\$125,000 - \$199,999	142	986	1.7
\$200,000 - \$349,999	199	1,131	2.1
\$350,000 - \$499,999	89	349	3.1
\$500,000+	52	124	5.0