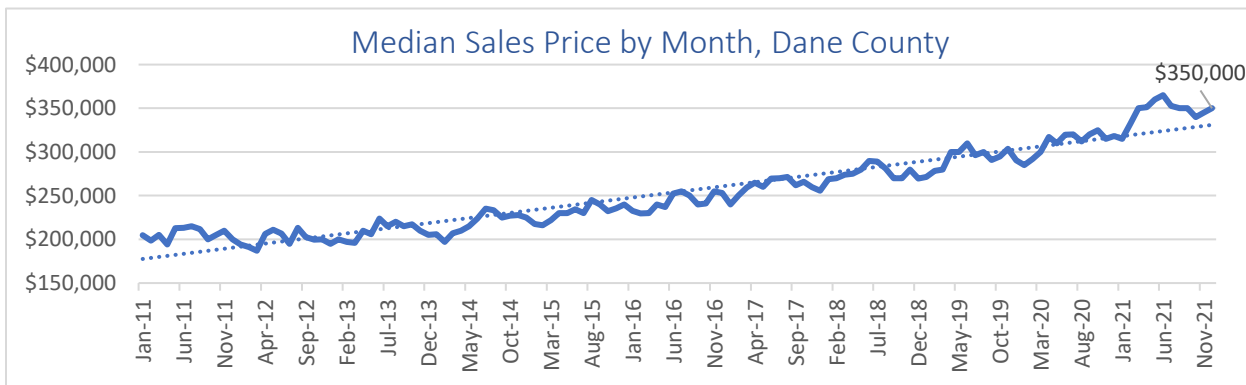
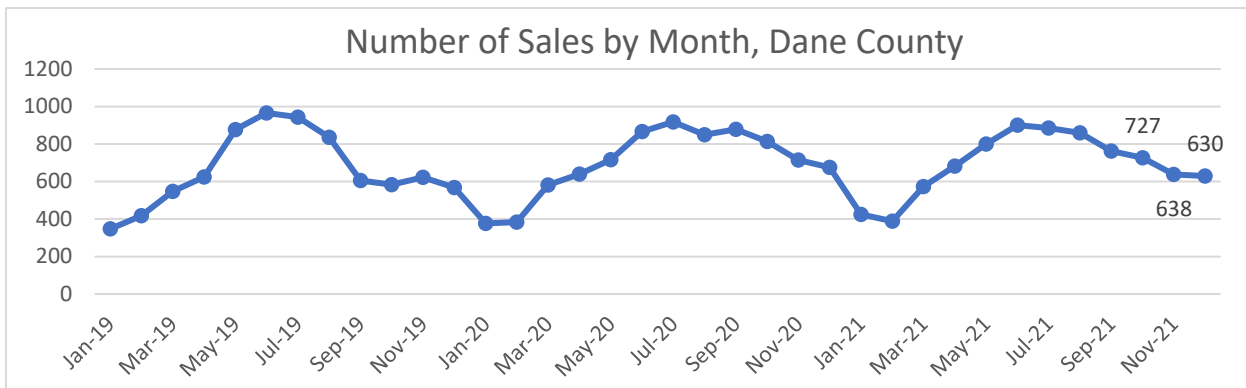
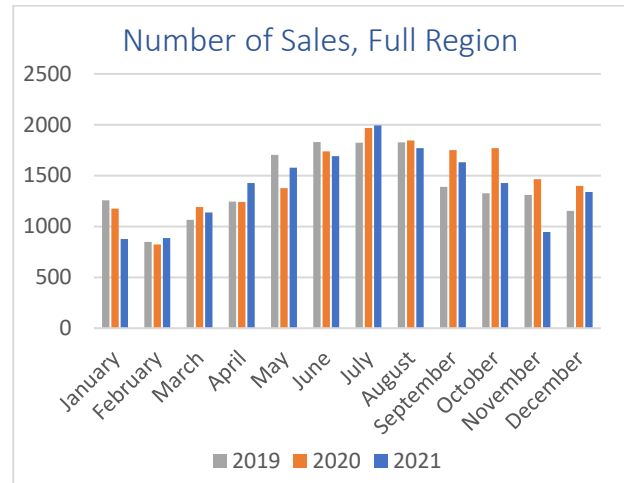
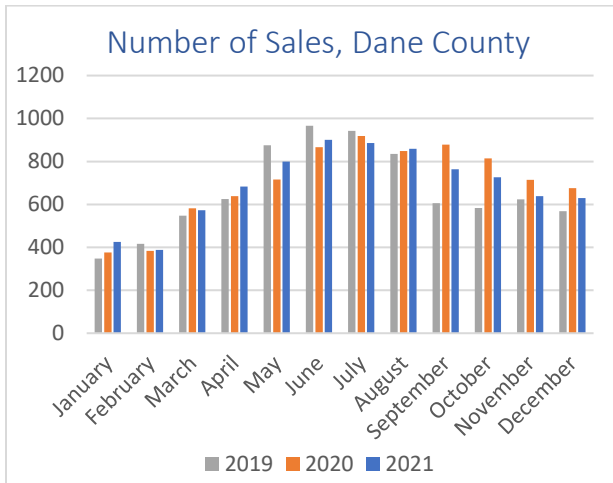


Market Statistics: Full Year, 2021

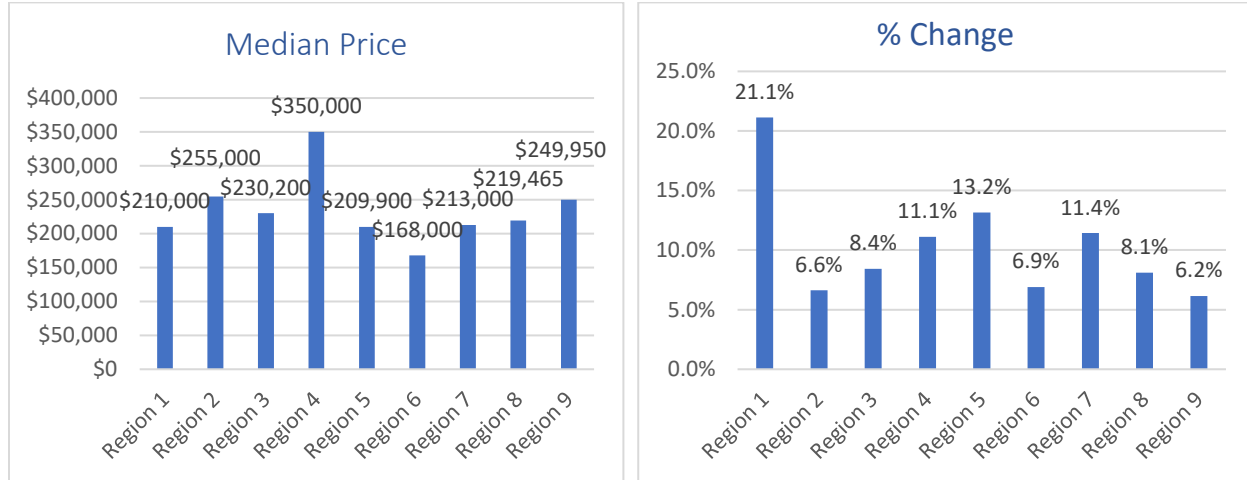
Home Sales:

In 2021 our region experienced more traditional sales patterns than in 2020, with a reduction in sales in November and December. The busy spring and summer markets helped to make up that difference and the total number of sales stayed relatively balanced; 17,547 in 2021 vs 17,512 in 2020.



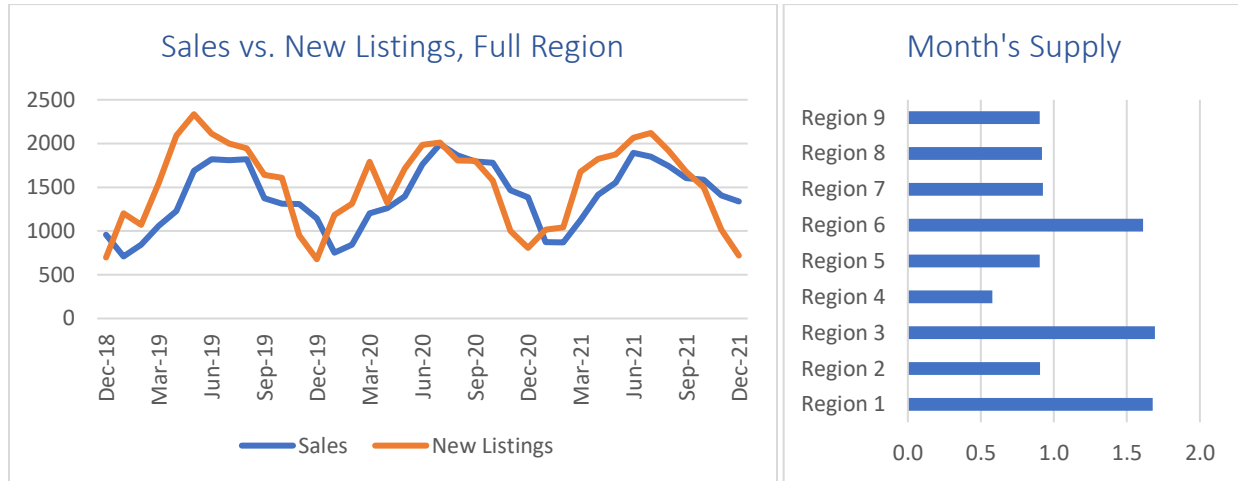
Home Prices:

Although the market cooled somewhat in the last few months, the heavy activity in the spring and summer in 2021 resulted in significant price increases year over year.



Inventory:

Month's supply is calculated by taking the total number of active listings (not including pending) and dividing it by the average number of sales over the past 12 months. As you can see below, with the number of sales outpacing the number of new listings in the 4th quarter, month's supply going into 2022 remains very low. A "balanced" market is considered to run around 6 months.



Interest Rates: December 30, 2021, 3.11% for a 30-year fixed

Mortgage rates have effectively been moving sideways despite the increase in new COVID cases. This is because incoming economic data suggests that the economy remains on firm ground, particularly cyclical industries like manufacturing and housing. Moreover, low interest rates and high asset valuations continue to drive consumer spending. While we do expect rates to rise, the push of the first-



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time homebuyer demographic that's been propelling the purchase market will continue in 2022 and beyond.

What's Ahead:

With no immediate solution to supply issues nationwide, demand is the piece of the equation that may adjust to decrease the tension in the housing market. Price increases, inflation, and interest rates are the factors that will price some buyers out of the market. Even with that said, agents report increased activity from buyers and sellers after the holiday's this year, so it may prove to be a trend seen in future quarters.

Legend:

Region 1-Adams, Green Lake, Marquette, Waushara Counties

Region 2-Columbia County

Region 3-Crawford, Richland, Vernon Counties

Region 4-Dane County

Region 5-Dodge County

Region 6-Grant, Iowa, Lafayette Counties

Region 7-Green County

Region 8-Rock County

Region 9-Sauk County

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

South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

	DECEMBER			JANUARY - DECEMBER		
	<u>2021</u>	<u>2020</u>	<u>Change</u>	<u>2021</u>	<u>2020</u>	<u>Change</u>
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	61	71	-14.1%	1,786	1,680	6.3%
# Sales	134	106	26.4%	1,593	1,643	-3.0%
Average Sale Price	281,873	245,948	14.6%	246,762	213,894	15.4%
Median Sale Price	210,000	184,500	13.8%	195,000	161,000	21.1%
Total Active Residential Listings	220	259	-15.1%	220	259	-15.1%
COLUMBIA COUNTY						
# New Listings	37	36	2.8%	853	854	-0.1%
# Sales	58	66	-12.1%	811	849	-4.5%
Average Sale Price	246,420	255,771	-3.7%	284,565	255,834	11.2%
Median Sale Price	255,000	225,312	13.2%	239,900	225,000	6.6%
Total Active Residential Listings	60	70	-14.3%	60	70	-14.3%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	31	41	-24.4%	772	768	0.5%
# Sales	56	53	5.7%	644	684	-5.8%
Average Sale Price	340,612	228,697	48.9%	239,898	195,457	22.7%
Median Sale Price	230,200	195,000	18.1%	180,000	166,000	8.4%
Total Active Residential Listings	90	135	-33.3%	90	135	-33.3%
DANE COUNTY						
# New Listings	291	369	-21.1%	8,674	8,873	-2.2%
# Sales	630	679	-7.2%	8,589	8,581	0.1%
Average Sale Price	397,507	358,911	10.8%	387,092	349,486	10.8%
Median Sale Price	350,000	318,500	9.9%	350,000	315,000	11.1%
Total Active Residential Listings	406	594	-31.6%	406	594	-31.6%
DODGE COUNTY						
# New Listings	53	50	6.0%	1,165	1,104	5.5%
# Sales	89	80	11.3%	1,077	1,066	1.0%
Average Sale Price	245,076	236,130	3.8%	245,728	209,067	17.5%
Median Sale Price	209,900	197,500	6.3%	209,000	184,700	13.2%
Total Active Residential Listings	79	91	-13.2%	79	91	-13.2%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	41	45	-8.9%	1,007	975	3.3%
# Sales	75	71	5.6%	902	885	1.9%
Average Sale Price	208,957	261,960	-20.2%	225,027	203,532	10.6%
Median Sale Price	168,000	190,000	-11.6%	172,500	161,350	6.9%
Total Active Residential Listings	120	147	-18.4%	120	147	-18.4%
GREEN COUNTY						
# New Listings	18	27	-33.3%	512	492	4.1%
# Sales	40	40	0.0%	469	462	1.5%
Average Sale Price	262,780	241,153	9.0%	261,188	242,568	7.7%
Median Sale Price	213,000	224,787	-5.2%	234,000	210,000	11.4%
Total Active Residential Listings	36	37	-2.7%	36	37	-2.7%
ROCK COUNTY						
# New Listings	142	118	20.3%	2,707	2,472	9.5%
# Sales	180	214	-15.9%	2,492	2,352	6.0%
Average Sale Price	239,546	213,836	12.0%	223,272	205,027	8.9%
Median Sale Price	219,465	200,000	9.7%	200,000	185,000	8.1%
Total Active Residential Listings	187	165	13.3%	187	165	13.3%
SAUK COUNTY						
# New Listings	45	49	-8.2%	1,006	1,089	-7.6%
# Sales	76	89	-14.6%	970	990	-2.0%
Average Sale Price	288,127	251,206	14.7%	270,058	255,562	5.7%
Median Sale Price	249,950	225,000	11.1%	242,250	228,200	6.2%
Total Active Residential Listings	72	98	-26.5%	72	98	-26.5%
16 COUNTY TOTAL						
# New Listings	719	806	-10.8%	18,482	18,307	1.0%
# Sales	1,338	1,398	-4.3%	17,547	17,512	0.2%
Average Sale Price	324,797	296,156	9.7%	314,101	282,752	11.1%
Median Sale Price	280,000	260,000	7.7%	280,000	254,000	10.2%
Total Active Residential Listings	1,270	1,596	-20.4%	1,270	1,596	-20.4%

Active listing numbers are pulled mid-month, and do not include listings in offer-show status.