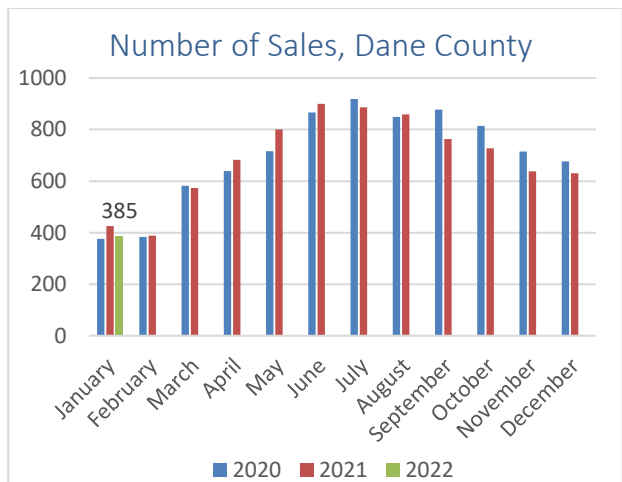
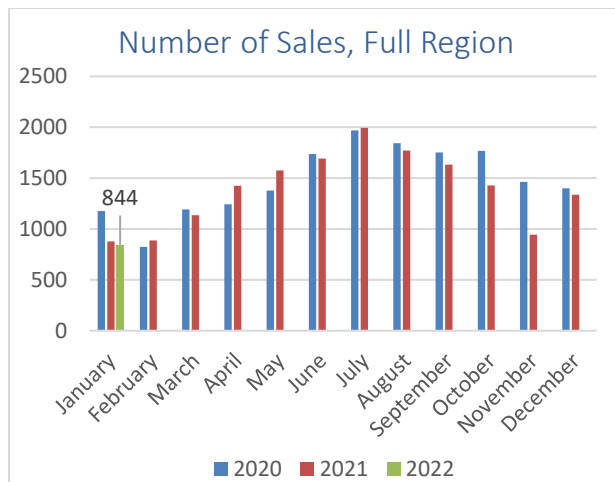
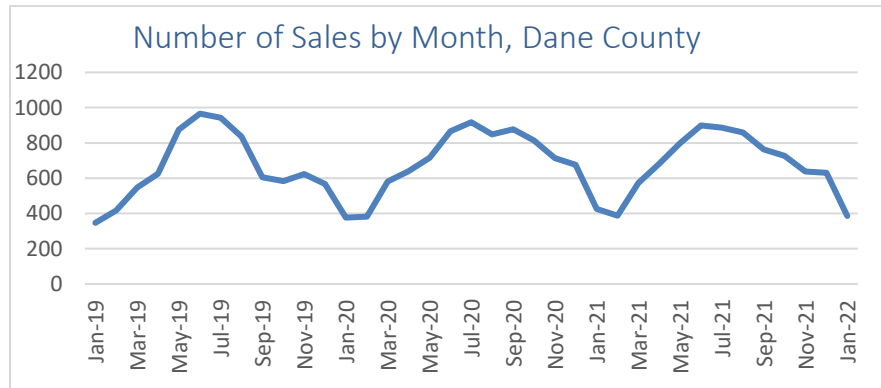


## Market Statistics: January 2022

### Home Sales:

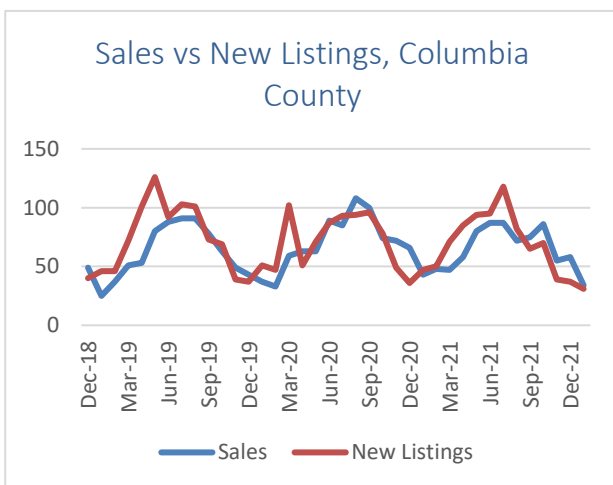
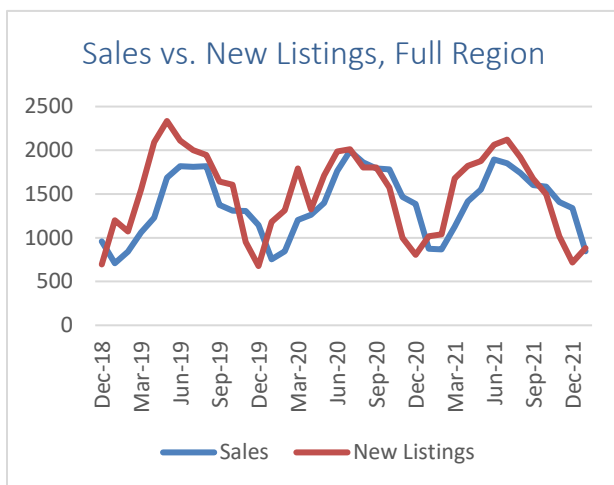
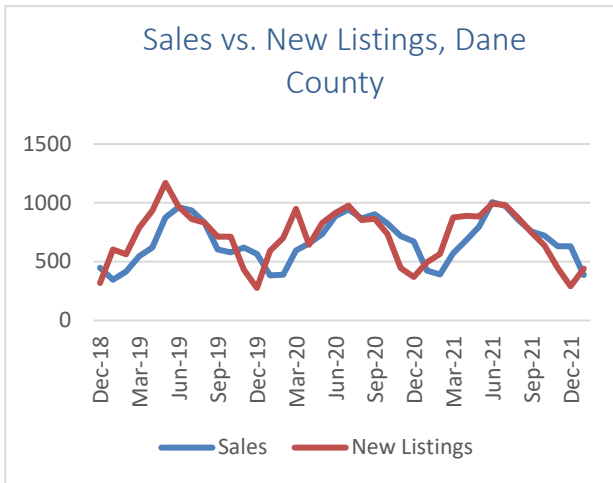
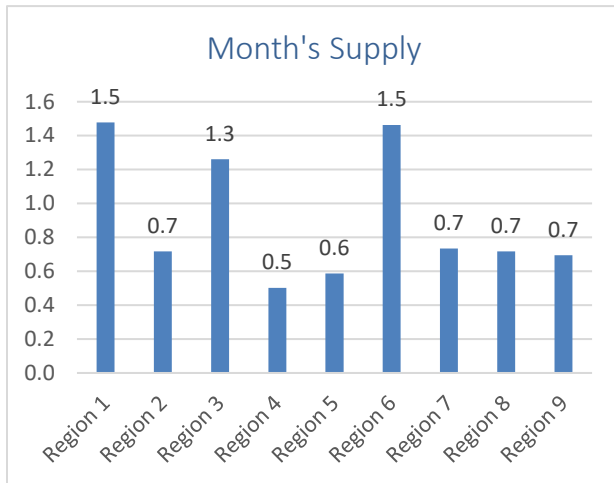
The number of sales in January was down again this month. With the timeline from offer to closing taking between 30-45 days, this drop is likely due to the holiday season. As you can see on the chart to the right, this is a very common trend in our market.



### Inventory:

Readers may notice a difference in month's supply in 2022. To best reflect the actual month's supply, pending listings (or those not being actively marketed) are no longer included in the calculation. While a pending sale is never guaranteed to close, the strongest offers are being selected in this competitive market.

Inventory numbers are extremely tight after several months of reduced listing activity. In January, there was a drop in sales and slight uptick of new listings, which has resulted in at least one month of balance.



**Interest Rates:** Feb 3, 2022, 3.55% for a 30-year fixed

The economy lost some momentum in January, leaving mortgage rates unchanged from last week and relatively flat for the third consecutive week. This stagnation reflects the economic impact of the Omicron variant of COVID-19, which we believe will subside in the coming months. As economic recovery continues going into the spring and summer, mortgage rates are expected to resume their upward trajectory. In the meantime, recent data suggests that homebuyer demand continues to be elevated as supply remains low, driving higher home prices.

#### Legend:

- Region 1-Adams, Green Lake, Marquette, Waushara Counties
- Region 2-Columbia County
- Region 3-Crawford, Richland, Vernon Counties
- Region 4-Dane County



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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)

	JANUARY		
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	73	78	-6.4%
# Sales	63	54	16.7%
Average Sale Price	254,874	228,043	11.8%
Median Sale Price	217,000	145,450	49.2%
Total Active Residential Listings	195	221	-11.8%
<b>COLUMBIA COUNTY</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	31	47	-34.0%
# Sales	34	43	-20.9%
Average Sale Price	292,663	276,586	5.8%
Median Sale Price	247,000	243,000	1.6%
Total Active Residential Listings	47	57	-17.5%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	30	34	-11.8%
# Sales	31	33	-6.1%
Average Sale Price	263,688	212,056	24.3%
Median Sale Price	169,900	158,000	7.5%
Total Active Residential Listings	67	104	-35.6%
<b>DANE COUNTY</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	441	496	-11.1%
# Sales	385	430	-10.5%
Average Sale Price	383,364	341,994	12.1%
Median Sale Price	350,000	315,000	11.1%
Total Active Residential Listings	351	496	-29.2%
<b>DODGE COUNTY</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	54	63	-14.3%
# Sales	80	47	70.2%
Average Sale Price	243,516	194,709	25.1%
Median Sale Price	194,250	185,000	5.0%
Total Active Residential Listings	53	78	-32.1%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	44	59	-25.4%
# Sales	47	55	-14.5%
Average Sale Price	249,336	192,771	29.3%
Median Sale Price	212,600	163,000	30.4%
Total Active Residential Listings	108	132	-18.2%
<b>GREEN COUNTY</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	39	25	56.0%
# Sales	25	19	31.6%
Average Sale Price	325,342	183,131	77.7%
Median Sale Price	308,800	150,000	105.9%
Total Active Residential Listings	29	25	16.0%
<b>ROCK COUNTY</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	122	160	-23.8%
# Sales	141	144	-2.1%
Average Sale Price	216,854	204,868	5.9%
Median Sale Price	190,000	185,000	2.7%
Total Active Residential Listings	146	142	2.8%
<b>SAUK COUNTY</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	49	55	-10.9%
# Sales	38	64	-40.6%
Average Sale Price	254,175	228,126	11.4%
Median Sale Price	225,000	217,000	3.7%
Total Active Residential Listings	54	96	-43.8%
<b>16 COUNTY TOTAL</b>	<b><u>2022</u></b>	<b><u>2021</u></b>	<b><u>Change</u></b>
# New Listings	883	1,017	-13.2%
# Sales	844	889	-5.1%
Average Sale Price	309,651	276,262	12.1%
Median Sale Price	274,250	252,398	8.7%
Total Active Residential Listings	1,050	1,351	-22.3%