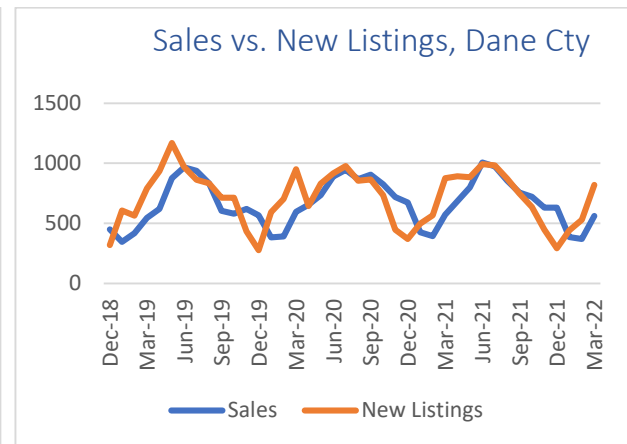
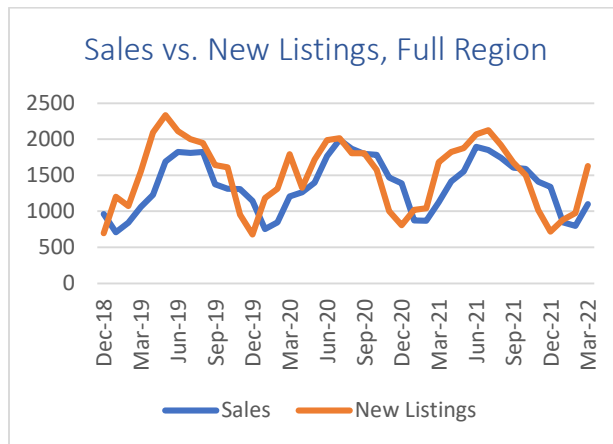
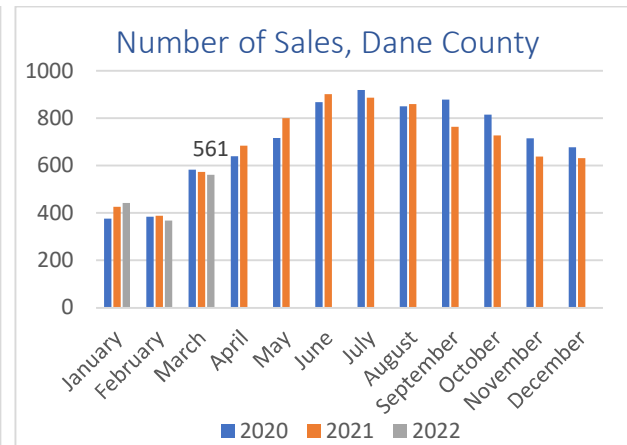
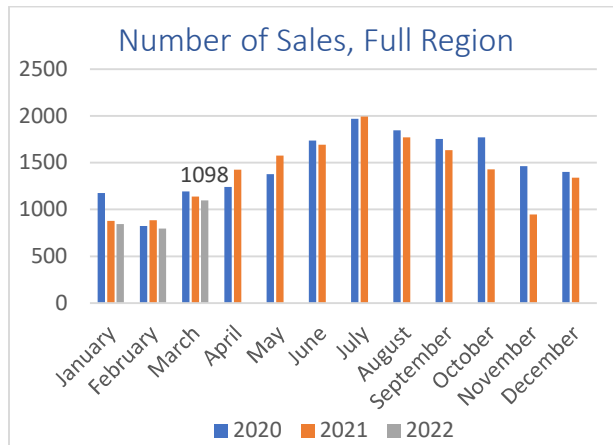


Market Statistics: January-March 2022

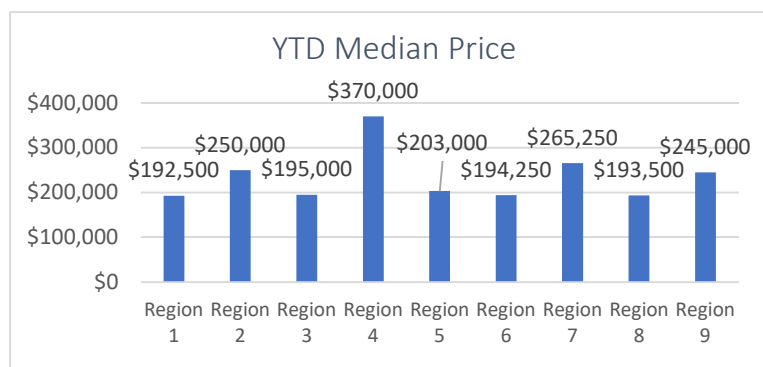
Home Sales:

Although the number of home sales did see an increase from previous months, the number of sales as compared to previous years continues to decline. Lack of supply remains a root cause as demand has remained strong. Markets did see an increase of new listings as compared to sales as we move into the spring market, which should provide additional opportunities for buyers.



Home Prices:

The lack of inventory and increased demand have resulted in increased home prices across the region, 11.9% year to date over 2021. 10.4% in Dane County, and 12.4% in Sauk County.

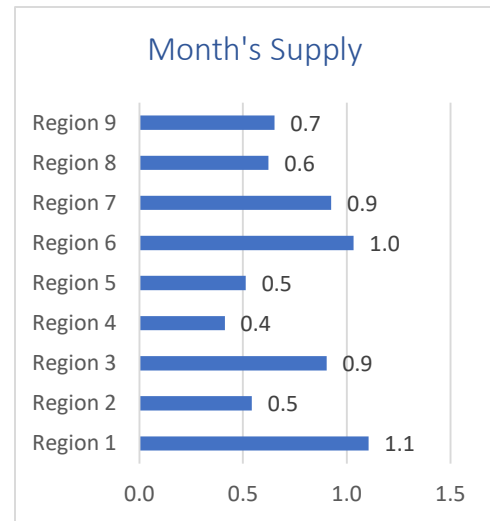


Inventory:

The number of Month's Supply, a calculation that divides the number of sales in the last 30 days by the number of active listings, helps gauge the supply/demand balance in the market place. This number remains very low across South Central Wisconsin, pointing to a continued seller's market and multiple offer situations.

Interest Rates: March 31, 2022, 4.67% for a 30-year fixed

Mortgage rates have increased 1.5 percentage points over the last three months alone, the fastest three-month rise since May of 1994. The increase in mortgage rates has softened purchase activity somewhat because the monthly payment for those looking to buy a home has risen substantially from a year ago.



What's Ahead:

There continues to be more home buyers than there are homes available to purchase, even with rising interest rates. The rising cost of housing is a supply issues and experts point to data that supports there is not a "housing bubble" so it will not burst like it did in 2008. Buying a home is tough right now, but it's still one of the best investments to increase your net worth.

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>