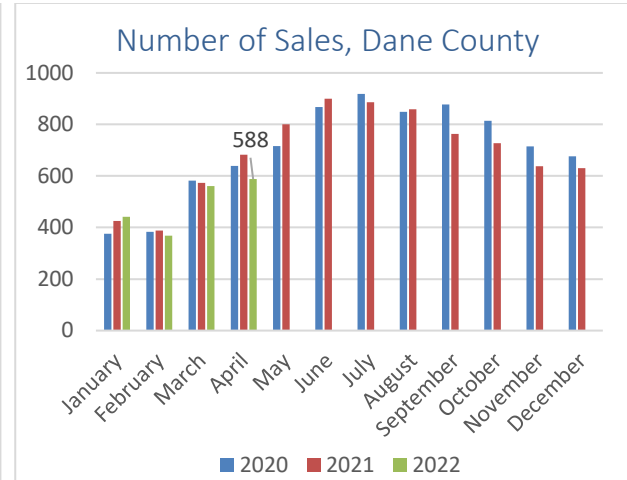
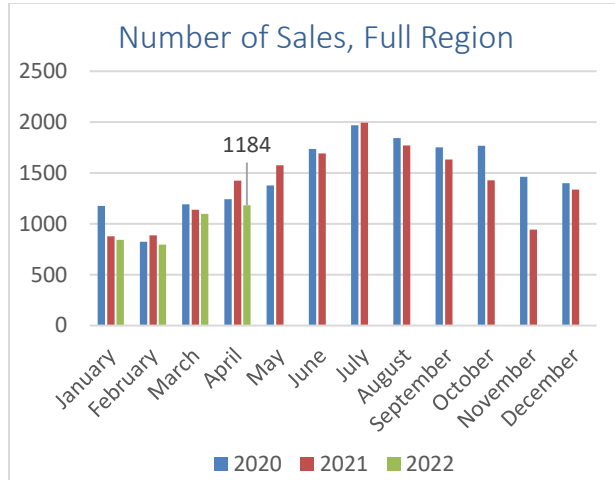


## Market Statistics: January-April 2022

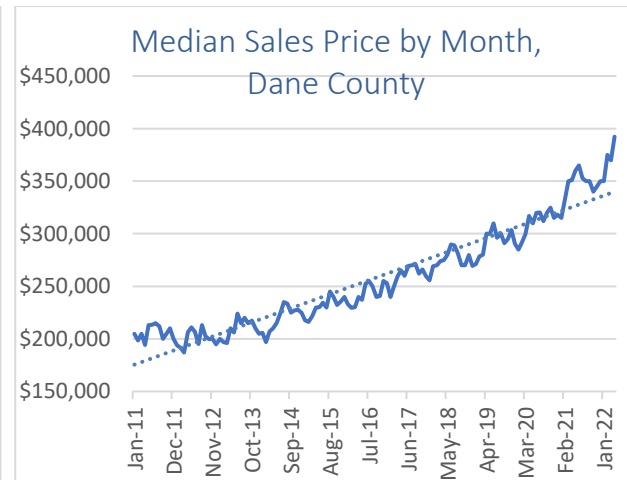
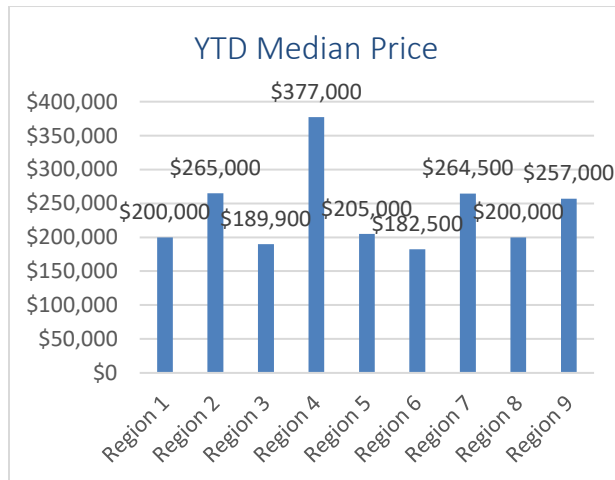
### Home Sales:

Home sales flattened out in March and April as low inventory levels in the first quarter of the year limited available options for buyers.



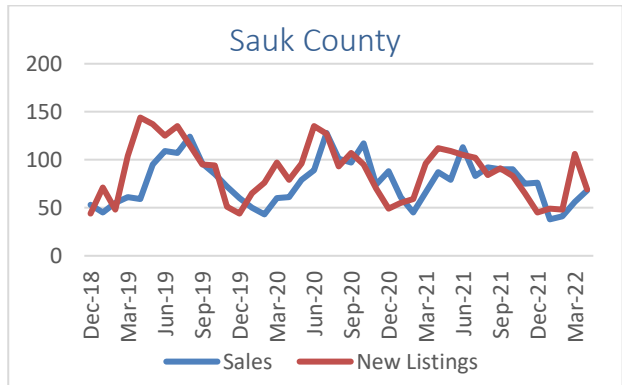
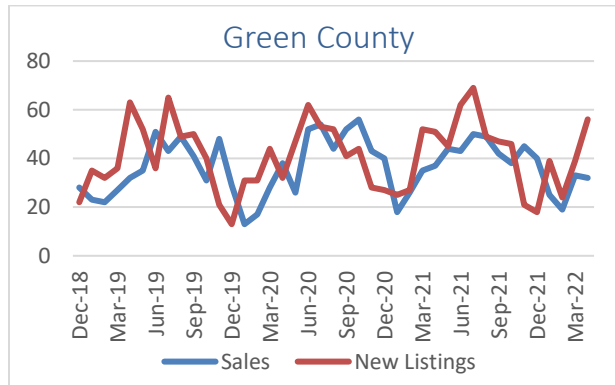
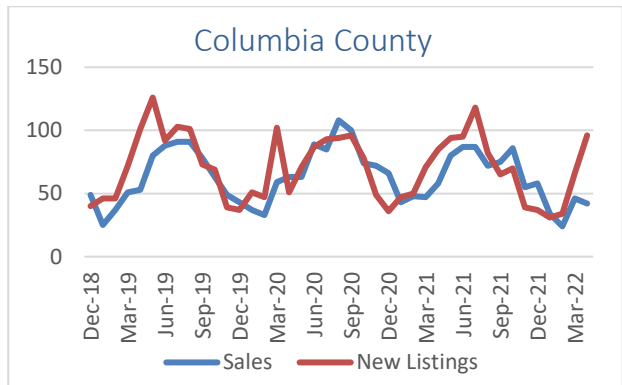
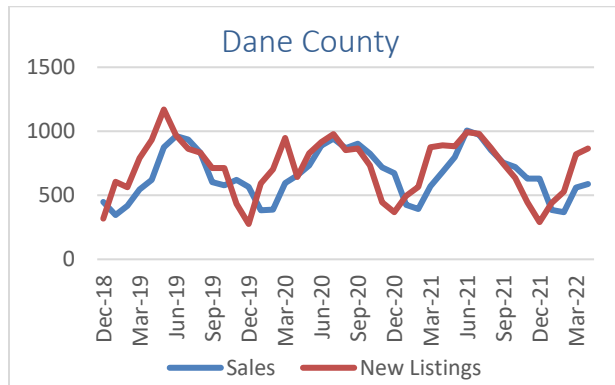
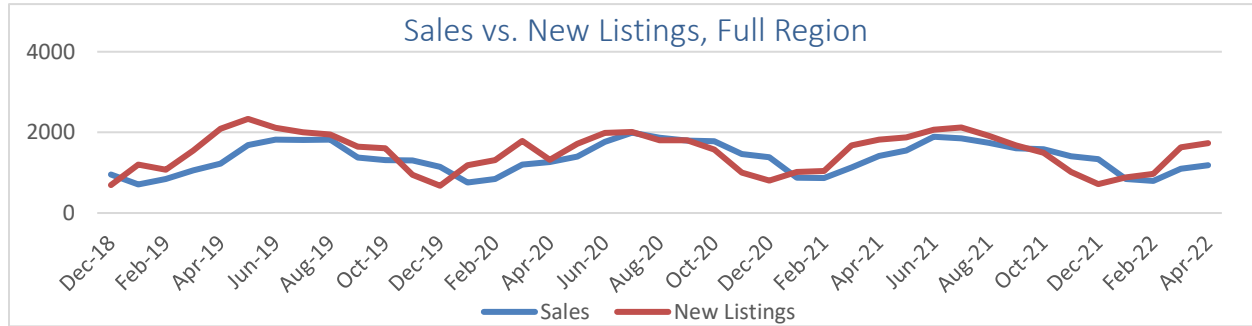
### Home Prices:

Prices continue to soar, with year to date increases in the region just over 12%. Counties in the “donut” around Dane have seen continued migration into their communities. Columbia has seen a 23.3% increase in sales price, Sauk has seen a 15.4% increase, and Green with 21.3%.



### Inventory:

As Wisconsin heads into spring, inventory has begun to increase. Sauk was the only county that didn't see a significant jump in available listings, with 68 sales and 69 new listings.



Interest Rates: April 28, 2022, 5.1% for a 30-year fixed

Homebuyers continue to show resilience even though rising mortgage rates are causing monthly payments to increase by about one-third as compared to a year ago. Several factors are contributing to this dynamic, including the large wave of first-time homebuyers looking to realize the dream of homeownership.

#### 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)**

	APRIL			JANUARY - APRIL		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>						
# New Listings	157	156	0.6%	454	455	-0.2%
# Sales	109	122	-10.7%	351	360	-2.5%
Average Sale Price	245,932	285,105	-13.7%	242,033	262,178	-7.7%
Median Sale Price	215,000	182,500	17.8%	200,000	179,950	11.1%
Total Active Residential Listings	148	163	-9.2%	148	163	-9.2%
<b>COLUMBIA COUNTY</b>						
# New Listings	96	85	12.9%	227	253	-10.3%
# Sales	42	60	-30.0%	147	200	-26.5%
Average Sale Price	314,763	278,268	13.1%	302,034	260,609	15.9%
Median Sale Price	275,000	211,000	30.3%	265,000	215,000	23.3%
Total Active Residential Listings	51	49	4.1%	51	49	4.1%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	71	66	7.6%	174	212	-17.9%
# Sales	46	60	-23.3%	151	174	-13.2%
Average Sale Price	280,436	257,353	9.0%	298,639	242,396	23.2%
Median Sale Price	176,000	186,750	-5.8%	189,900	164,500	15.4%
Total Active Residential Listings	48	76	-36.8%	48	76	-36.8%
<b>DANE COUNTY</b>						
# New Listings	866	890	-2.7%	2,651	2,826	-6.2%
# Sales	588	703	-16.4%	1,927	2,113	-8.8%
Average Sale Price	427,158	402,438	6.1%	407,959	376,309	8.4%
Median Sale Price	392,350	351,000	11.8%	377,000	340,000	10.9%
Total Active Residential Listings	401	437	-8.2%	401	437	-8.2%
<b>DODGE COUNTY</b>						
# New Listings	100	106	-5.7%	299	301	-0.7%
# Sales	57	91	-37.4%	259	271	-4.4%
Average Sale Price	247,625	223,770	10.7%	249,125	215,624	15.5%
Median Sale Price	210,000	195,900	7.2%	205,000	190,500	7.6%
Total Active Residential Listings	57	56	1.8%	57	56	1.8%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	93	103	-9.7%	259	287	-9.8%
# Sales	70	89	-21.3%	229	234	-2.1%
Average Sale Price	199,574	210,565	-5.2%	236,397	210,078	12.5%
Median Sale Price	170,000	156,000	9.0%	182,500	164,000	11.3%
Total Active Residential Listings	83	85	-2.4%	83	85	-2.4%
<b>GREEN COUNTY</b>						
# New Listings	56	51	9.8%	158	155	1.9%
# Sales	32	39	-17.9%	108	117	-7.7%
Average Sale Price	307,603	233,571	31.7%	309,247	237,790	30.1%
Median Sale Price	259,950	229,900	13.1%	264,500	218,000	21.3%
Total Active Residential Listings	27	28	-3.6%	27	28	-3.6%
<b>ROCK COUNTY</b>						
# New Listings	227	254	-10.6%	721	749	-3.7%
# Sales	172	196	-12.2%	576	645	-10.7%
Average Sale Price	234,748	222,733	5.4%	230,166	210,815	9.2%
Median Sale Price	215,000	200,250	7.4%	200,000	189,900	5.3%
Total Active Residential Listings	148	102	45.1%	148	102	45.1%
<b>SAUK COUNTY</b>						
# New Listings	69	112	-38.4%	272	322	-15.5%
# Sales	68	88	-22.7%	209	262	-20.2%
Average Sale Price	319,831	267,885	19.4%	294,286	252,653	16.5%
Median Sale Price	273,750	240,250	13.9%	257,000	222,750	15.4%
Total Active Residential Listings	50	83	-39.8%	50	83	-39.8%
<b>16 COUNTY TOTAL</b>						
# New Listings	1,735	1,823	-4.8%	5,215	5,560	-6.2%
# Sales	1,184	1,448	-18.2%	3,957	4,376	-9.6%
Average Sale Price	341,342	321,323	6.2%	330,231	301,967	9.4%
Median Sale Price	309,850	285,000	8.7%	299,900	267,000	12.3%
Total Active Residential Listings	1,013	1,079	-6.1%	1,013	1,079	-6.1%

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