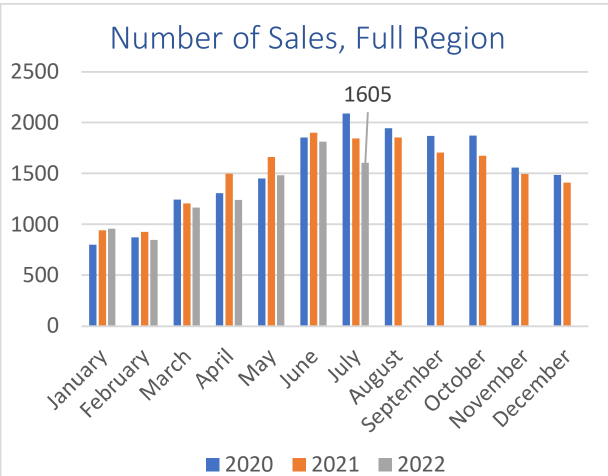
REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN

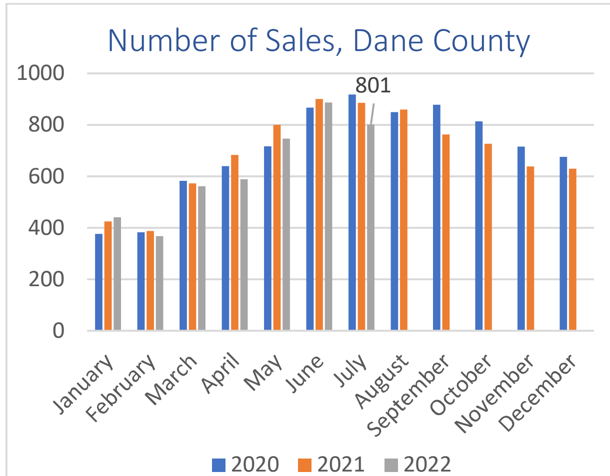
South Central Wisconsin MLS

Market Statistics: January-July 2022

Home Sales:

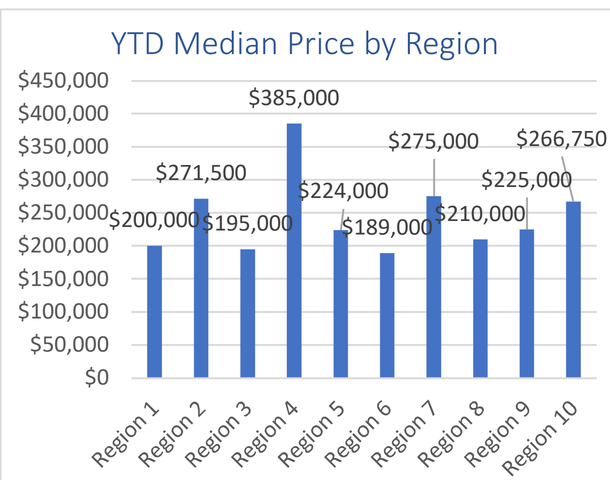
July brings another month of decreased sales. The delayed impact of rising interest rates and economic uncertainty is the result of properties already under contract when rates began to rise in June.

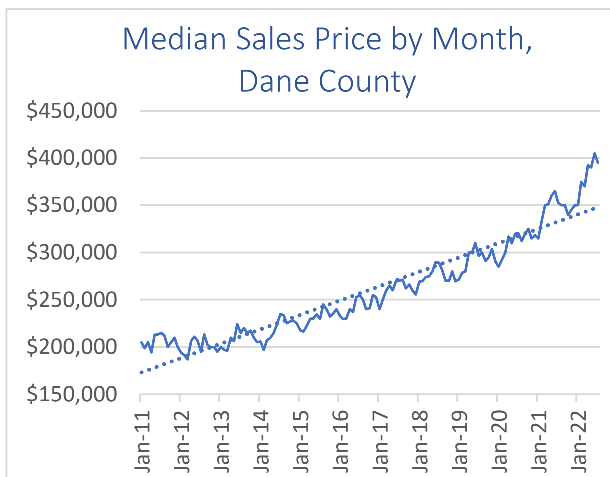




Home Prices:

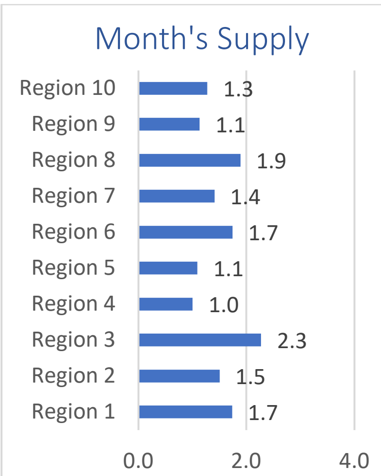
Although still up from 10% to 20% depending on the county, home appreciation is slowing in Wisconsin due to decreased demand. Agents report that buyers are starting to regain some influence in the transactions, asking for price reductions and contingencies that had been omitted in the past.

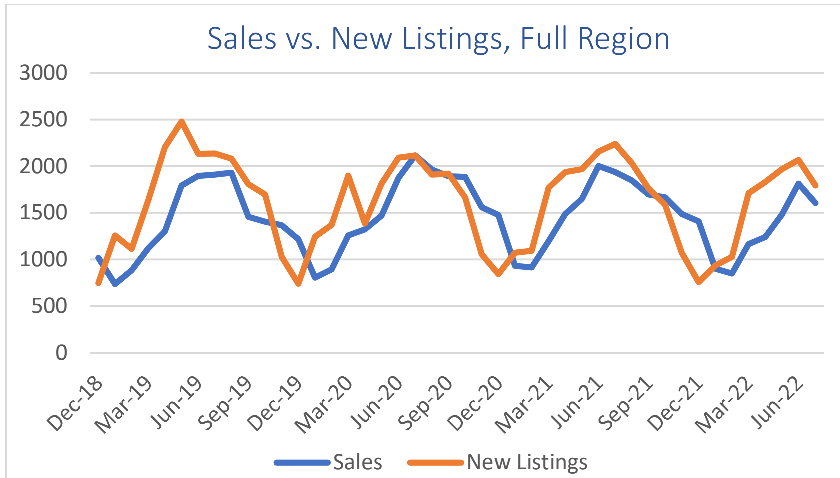




Inventory:

The supply, or how many months it would take to sell the inventory currently on the market based on the sales in the last 30 days, is slowly creeping up. Since January of 2022, new listing activity has been positive over sales activity.





Interest Rates: July 28, 2022, 5.3% for a 30-year fixed

The housing market remains sluggish as the cumulative impact of higher rates, elevated home prices, increased recession risk, and declining consumer confidence take a toll on homebuyers. It's clear that over the past two years, the combination of the pandemic, record low mortgage rates, and the opportunity to work remotely spurred greater demand. Now, as the market adjusts to a higher rate environment, we are seeing a period of deflated sales activity until the market normalizes.

Looking Forward:

The immediate future looks relatively predictable to many in the housing industry, who foresee slightly lower or stabilized mortgage rates, relatively high home prices, and lingering supply issues despite an uptick in inventory. Although mindful of a possible recession, increased household wealth statistics predict fewer impacts to the market.

Legend:

Region 1-Adams, Juneau, Monroe
Region 2-Columbia
Region 3-Crawford, Richland, Vernon
Region 4-Dane County
Region 5-Dodge
Region 6-Grant, Iowa, Lafayette
Region 7-Green
Region 8-Green Lake/Marquette/Waushara
Region 9-Rock
Region 10-Sauk

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

	JULY			JANUARY - JULY		
ADAMS / JUNEAU / MONROE	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	182	215	-15.3%	1,000	1,058	-5.5%
# Sales	123	153	-19.6%	767	860	-10.8%
Average Sale Price	253,995	215,634	17.8%	245,061	221,196	10.8%
Median Sale Price	210,000	184,000	14.1%	200,000	180,000	11.1%
Total Active Residential Listings	247	208	18.8%	247	208	18.8%
COLUMBIA COUNTY	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	82	118	-30.5%	476	560	-15.0%
# Sales	40	88	-54.5%	328	463	-29.2%
Average Sale Price	324,662	278,304	16.7%	311,767	279,841	11.4%
Median Sale Price	271,350	237,950	14.0%	271,500	235,000	15.5%
Total Active Residential Listings	100	85	17.6%	100	85	17.6%
CRAWFORD / RICHLAND / VERNON COUNTIES	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	83	65	27.7%	424	421	0.7%
# Sales	57	47	21.3%	299	351	-14.8%
Average Sale Price	249,323	216,582	15.1%	277,457	234,573	18.3%
Median Sale Price	220,000	184,000	19.6%	195,000	175,000	11.4%
Total Active Residential Listings	121	79	53.2%	121	79	53.2%
DANE COUNTY	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	727	981	-25.9%	5,174	5,683	-9.0%
# Sales	801	1,000	-19.9%	4,403	4,963	-11.3%
Average Sale Price	437,360	389,591	12.3%	427,118	388,094	10.1%
Median Sale Price	395,000	355,000	11.3%	385,000	350,625	9.8%
Total Active Residential Listings	708	602	17.6%	708	602	17.6%
DODGE COUNTY	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	105	130	-19.2%	643	683	-5.9%
# Sales	87	111	-21.6%	547	581	-5.9%
Average Sale Price	337,306	247,470	36.3%	267,834	235,065	13.9%
Median Sale Price	265,000	190,000	39.5%	224,000	200,000	12.0%
Total Active Residential Listings	96	79	21.5%	96	79	21.5%
GRANT / IOWA / LAFAYETTE COUNTIES	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	92	125	-26.4%	630	627	0.5%
# Sales	72	88	-18.2%	449	493	-8.9%
Average Sale Price	268,631	240,473	11.7%	240,779	217,073	10.9%
Median Sale Price	204,000	172,250	18.4%	189,000	170,500	10.9%
Total Active Residential Listings	130	149	-12.8%	130	149	-12.8%
GREEN COUNTY	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	43	69	-37.7%	301	331	-9.1%
# Sales	44	50	-12.0%	239	253	-5.5%
Average Sale Price	298,090	274,721	8.5%	307,779	250,446	22.9%
Median Sale Price	278,975	239,250	16.6%	275,000	227,000	21.1%
Total Active Residential Listings	55	48	14.6%	55	48	14.6%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	135	121	11.6%	652	602	8.3%
# Sales	91	88	3.4%	471	463	1.7%
Average Sale Price	252,570	240,463	5.0%	270,552	270,421	0.0%
Median Sale Price	208,000	187,506	10.9%	210,000	177,500	18.3%
Total Active Residential Listings	152	152	0.0%	152	152	0.0%
ROCK COUNTY	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	243	307	-20.8%	1,513	1,615	-6.3%
# Sales	215	269	-20.1%	1,209	1,343	-10.0%
Average Sale Price	258,333	224,811	14.9%	244,581	221,885	10.2%
Median Sale Price	239,000	200,000	19.5%	225,000	200,000	12.5%
Total Active Residential Listings	232	174	33.3%	232	174	33.3%
SAUK COUNTY	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	101	102	-1.0%	577	638	-9.6%
# Sales	75	87	-13.8%	450	543	-17.1%
Average Sale Price	304,890	283,345	7.6%	302,548	265,866	13.8%
Median Sale Price	253,500	250,000	1.4%	266,750	235,000	13.5%
Total Active Residential Listings	102	100	2.0%	102	100	2.0%
18 COUNTY TOTAL	**2022**	**2021**	**Change**	**2022**	**2021**	**Change**
# New Listings	1,793	2,233	-19.7%	11,390	12,218	-6.8%
# Sales	1,605	1,981	-19.0%	9,162	10,313	-11.2%
Average Sale Price	356,361	315,955	12.8%	342,855	310,555	10.4%
Median Sale Price	318,500	289,900	9.9%	306,000	277,500	10.3%
Total Active Residential Listings	1,943	1,676	15.9%	1,943	1,676	15.9%

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