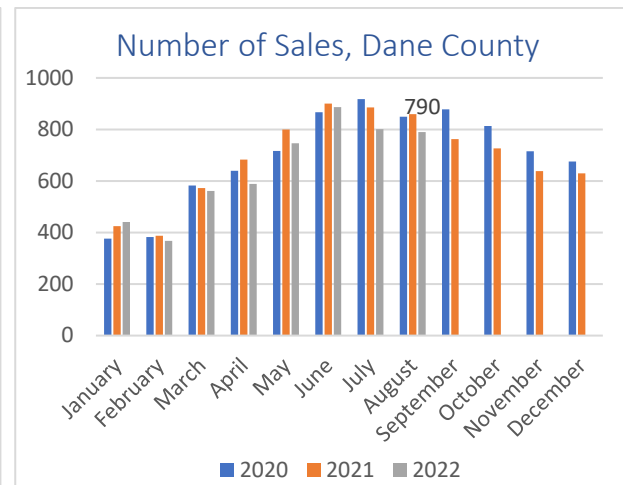
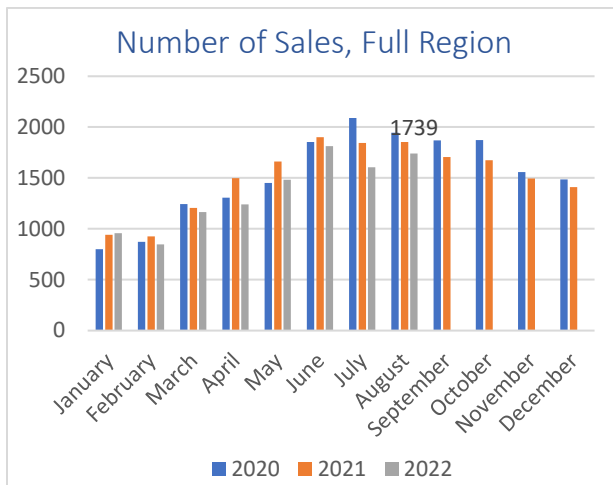


## Market Statistics: January-August 2022

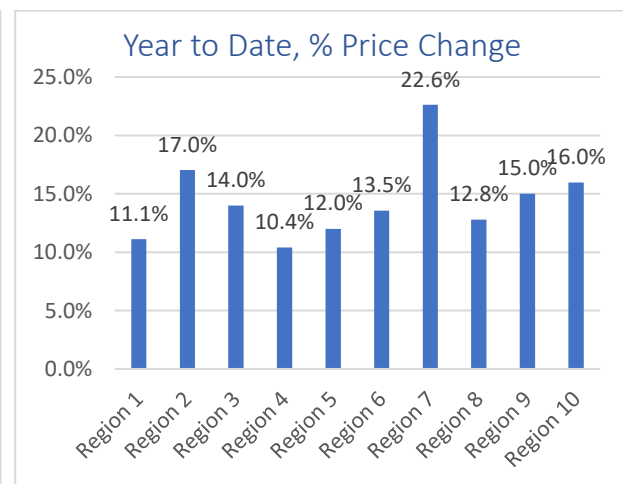
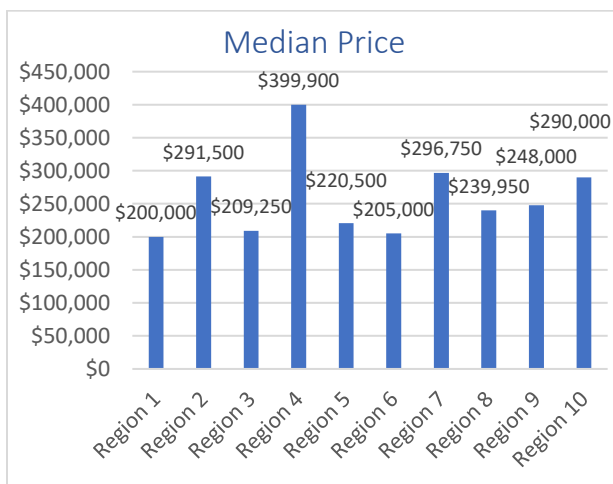
### Home Sales:

Home sales continue to drop for the 7<sup>th</sup> consecutive month. In the full market area, sales are down approximately 6% from 2021, and 8% in Dane County.



### Home Prices:

The decrease in home sales has helped to stabilize home prices over the last few months. Dane County has hovered around \$400,000 while the full region's median price has come down approximately \$9,000 in the past three months. Both Dane County and the full region are still up around 10% from August 2021.



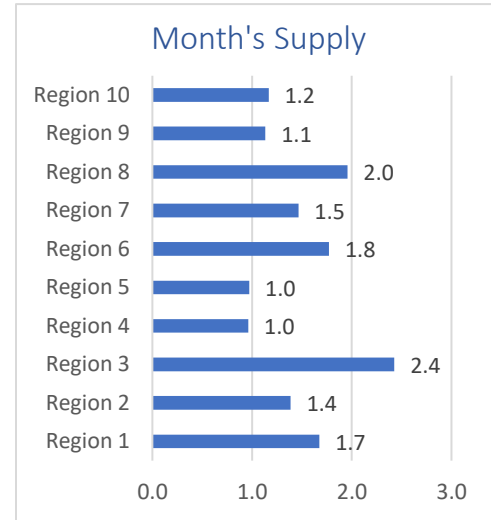


REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN



### Inventory:

Although the number of sales have gone down, so have the number of new listings. Homeowners are hoping for interest rates to drop again and restore some of the heat to the market. This has resulted in stabilizing the already low inventory or month's supply. Month's supply measures how long it would take to sell the current inventory, based on past sales trends.



**Interest Rates:** September 1, 2022, 5.66% for a 30-year fixed

The market's renewed perception of a more aggressive monetary policy stance has driven mortgage rates up to almost double what they were a year ago. The increase in mortgage rates is coming at a particularly vulnerable time for the housing market as sellers are recalibrating their pricing due to lower purchase demand, likely resulting in continued price growth deceleration.

### Looking Forward:

The Fed is working hard to reduce the inflation our country has experienced over the past two years and increasing interest rates is a part of that plan. It is likely that homeowners who need to sell will rejoin the market sooner, with more realistic expectations. Home values are likely to remain intact, despite the increased rates and lowered competition as inventory remains low.

### 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)**

	AUGUST			JANUARY - AUGUST		
<b>ADAMS / JUNEAU / MONROE</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	163	185	-11.9%	1,163	1,243	-6.4%
# Sales	149	166	-10.2%	919	1,026	-10.4%
Average Sale Price	251,803	201,109	25.2%	245,631	217,946	12.7%
Median Sale Price	200,000	176,250	13.5%	200,000	180,000	11.1%
Total Active Residential Listings	238	246	-3.3%	238	246	-3.3%
<b>COLUMBIA COUNTY</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	74	82	-9.8%	550	642	-14.3%
# Sales	97	72	34.7%	426	535	-20.4%
Average Sale Price	318,758	277,553	14.8%	312,979	279,533	12.0%
Median Sale Price	291,500	231,500	25.9%	275,000	235,000	17.0%
Total Active Residential Listings	92	96	-4.2%	92	96	-4.2%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	73	80	-8.8%	497	501	-0.8%
# Sales	64	47	36.2%	364	398	-8.5%
Average Sale Price	255,295	241,476	5.7%	273,045	235,389	16.0%
Median Sale Price	209,250	180,000	16.3%	200,000	175,450	14.0%
Total Active Residential Listings	129	97	33.0%	129	97	33.0%
<b>DANE COUNTY</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	646	870	-25.7%	5,810	6,553	-11.3%
# Sales	790	870	-9.2%	5,206	5,833	-10.7%
Average Sale Price	435,757	392,587	11.0%	428,488	388,764	10.2%
Median Sale Price	399,900	355,000	12.6%	387,500	351,000	10.4%
Total Active Residential Listings	676	725	-6.8%	676	725	-6.8%
<b>DODGE COUNTY</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	79	135	-41.5%	722	818	-11.7%
# Sales	88	107	-17.8%	637	688	-7.4%
Average Sale Price	258,714	230,506	12.2%	266,672	234,356	13.8%
Median Sale Price	220,500	210,000	5.0%	224,000	200,000	12.0%
Total Active Residential Listings	85	102	-16.7%	85	102	-16.7%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	97	111	-12.6%	727	738	-1.5%
# Sales	71	91	-22.0%	520	584	-11.0%
Average Sale Price	273,870	223,543	22.5%	245,298	218,079	12.5%
Median Sale Price	205,000	175,000	17.1%	194,250	171,087	13.5%
Total Active Residential Listings	132	168	-21.4%	132	168	-21.4%
<b>GREEN COUNTY</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	54	49	10.2%	355	380	-6.6%
# Sales	46	49	-6.1%	285	302	-5.6%
Average Sale Price	320,043	270,604	18.3%	309,759	253,717	22.1%
Median Sale Price	296,750	250,000	18.7%	282,000	230,000	22.6%
Total Active Residential Listings	57	50	14.0%	57	50	14.0%
<b>GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	103	124	-16.9%	755	726	4.0%
# Sales	96	101	-5.0%	569	564	0.9%
Average Sale Price	306,544	249,561	22.8%	277,202	266,685	3.9%
Median Sale Price	239,950	228,050	5.2%	212,000	187,950	12.8%
Total Active Residential Listings	157	134	17.2%	157	134	17.2%
<b>ROCK COUNTY</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	205	305	-32.8%	1,718	1,920	-10.5%
# Sales	255	273	-6.6%	1,464	1,616	-9.4%
Average Sale Price	272,300	221,373	23.0%	249,409	221,798	12.4%
Median Sale Price	248,000	202,000	22.8%	230,000	200,000	15.0%
Total Active Residential Listings	231	204	13.2%	231	204	13.2%
<b>SAUK COUNTY</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	90	84	7.1%	667	722	-7.6%
# Sales	83	92	-9.8%	534	635	-15.9%
Average Sale Price	318,001	251,654	26.4%	304,913	263,807	15.6%
Median Sale Price	290,000	232,000	25.0%	272,500	235,000	16.0%
Total Active Residential Listings	93	104	-10.6%	93	104	-10.6%
<b>18 COUNTY TOTAL</b>	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
# New Listings	1,584	2,025	-21.8%	12,964	14,243	-9.0%
# Sales	1,739	1,868	-6.9%	10,924	12,181	-10.3%
Average Sale Price	351,476	306,920	14.5%	344,247	309,998	11.0%
Median Sale Price	310,600	279,950	10.9%	308,000	278,000	10.8%
Total Active Residential Listings	1,890	1,926	-1.9%	1,890	1,926	-1.9%

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