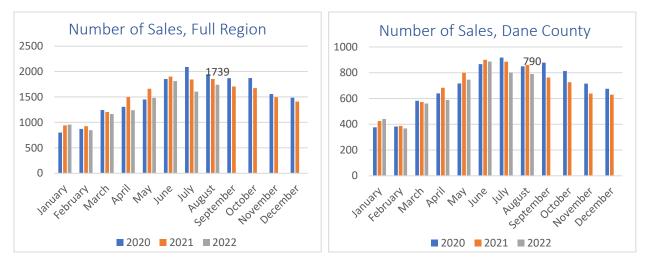




Market Statistics: January-August 2022

Home Sales:

Home sales continue to drop for the 7th 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.







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

ADAMS / JUNEAU / MONROE 2022 2021 Change 2022 2021 Change # New Lsings 163 115 -11.9% 1.163 1.243 - Average Sale Price 221.803 201.109 22.52% 246.3.3% 220.000 18.26% COLUMEIA Color NTY 2022 2021 Change 2022 221 66 4 New Listings 74 82 -0.8% 50 642 - 4 New Listings 74 82 -0.8% 50 642 - 4 New Listings 77 28.75.53 14.8% 312.979 279.533 1 4 Needian Sale Price 231.500 231.500 25.9% 275.00 235.000 1 Total Active Residential Listings 92 96 -4.2% 92 96 - 4 New Listing 73 80 -8.8% 497 50.01 - 1 Total Active Residential Listings 120 97 30.4% 120 97.3 </th <th></th> <th colspan="3">LS Sold & Active Residential Listings (AUGUST</th> <th colspan="3">JANUARY - AUGUST</th>		LS Sold & Active Residential Listings (AUGUST			JANUARY - AUGUST		
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# New Listings 74 82 -9.8% 550 642 -1.7 4 Sales 97 72 34.7% 426 535 -2 Average Sale Price 318,758 277,553 14.8% 312,979 275,5000 231,500 25,9% 275,000 235,000 11 Total Active Residential Listings 29 64 4.2% 92 96 - - 2021 Change 2022 2021 Change 203,000 175,450 1 Average Sale Price 225,252 241,476 5,7% 5,810 6,553 -1 Total Active Residential Listings 129 97 33,0% 129 97 3 Average Sale Price 245,757 302,887 11.0% 428,488 38,764 1 Total Active Residential Listings 676	COLUMBIA COUNTY	2022	2021	Change	2022	2021	Change
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Netale Sale Price 221,500 21,500 25,9% 275,000 23,000 11 Total Active Residential Listings 92 96 -4.2% 92 96 - If New Listings 73 80 -8.8% 497 501 - If New Listings 64 47 36.2% 364 338 - Average Sale Price 225,295 241.476 5.7% 5.201 0.176.450 1 Total Active Residential Listings 129 97 33.0% 129 97 3 DANE COUNTY 2022 2021 Change 2022 2021 Change 2022 2021 Change 383.764 1 Average Sale Price 435.757 392.587 11.0% 428.488 383.764 1 Average Sale Price 236.757 392.587 11.0% 637 688 - Average Sale Price 226.714 230.060 12.2% 280.677 224.000 200.000 1	0	97	72	34.7%	426	535	-20.4%
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CRAWFORD / RICHLAND / VERNON COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings # Sales 64 47 36.0 -8.8% 497 501 - Median Sale Price 225,235 241,476 5.7% 273,045 223,389 1 Total Active Residential Listings 129 97 33.0% 129 97 3 DAME COUNTY 2022 2021 Change 2022 2021 Change 2022 2021 Ch # New Listings 646 870 -25.7% 5.810 6.553 -1 Weat Listings 676 725 -6.8% 676 725 - Average Sale Price 435,757 392,587 11.0% 428,488 388,764 1 Total Active Residential Listings 676 725 -6.8% 676 725 - DOGE COUNTY 2022 2021 Change 2022 2021 Change 2022 2021 <		- ,			,		17.0%
# New Listings 73 80 -8.8% 497 501 # Sales 64 47 36.2% 364 398	Fotal Active Residential Listings	92	96	-4.2%	92	96	-4.2%
# Sales 64 47 36.2% 384 398 Average Sale Price 255.295 241,476 5.7% 273,045 225,399 1 Median Sale Price 129 97 33.0% 129 97 3 DANE COUNTY 2022 2021 Change 2022 2021 Ch Average Sale Price 435,757 382,587 11.0% 428,488 388,764 1 Median Sale Price 435,757 382,587 11.0% 428,488 388,764 1 Median Sale Price 399,900 355,000 12.6% 387,500 351,000 1 Total Active Residential Listings 676 722 6.8% 677 725 - DODGE COUNTY 2022 2021 Change 2022 2021 Ch # Sales 88 107 -17.8% 637 688 - Average Sale Price 225,714 230,506 12.2% 240,600 200,000 1 Total Active Residential Listings 97 111 -12.6% 777 738 </td <td>CRAWFORD / RICHLAND / VERNON COUNTIES</td> <td><u>2022</u></td> <td><u>2021</u></td> <td><u>Change</u></td> <td><u>2022</u></td> <td><u>2021</u></td> <td>Change</td>	CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	Change
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# New Listings 79 135 -41.5% 722 818 -1 # Sales 88 107 -17.3% 637 668 - Average Sale Price 258,714 230.506 12.2% 224,000 200,000 1 Total Active Residential Listings 85 102 -16.7% 85 102 -1 GRANT / IOWA / LAFAYETTE COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 97 111 -12.6% 727 738 - # Sales 71 91 -22.0% 520 584 -1 Average Sale Price 273.870 223.543 22.5% 245.298 218.079 1 Median Sale Price 205.000 175.000 17.1% 194.250 171.087 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Ch Average Sale Price 320,043 270.604 18.3% 309,75	, , , , , , , , , , , , , , , , , , ,						
# Sales 88 107 -17.8% 637 688 - Average Sale Price 258,714 230,506 12.2% 266,672 234,356 1 Median Sale Price 220,500 210,000 5.0% 224,000 200,000 1 Total Active Residential Listings 85 102 -16.7% 85 102 -1 GRANT / IOWA / LAFAYETTE COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 97 111 -12.6% 727 738 - Average Sale Price 273,870 223,543 22.5% 245,298 218,079 1 Median Sale Price 205,000 175,000 17.1% 194,250 171,087 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 # New Listings 132 168 -21.4% 132 168 -2 # Sales 46 49 -0.1% 285 302 - Average Sale Price 320,043 270,604 18.3%							<u>Change</u> -11.7%
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GRANT / IOWA / LAFAYETTE COUNTIES 2022 2021 Change 2022 2021 Change # New Listings 97 111 -12.6% 727 738 - # Sales 71 91 -22.0% 520 584 -1 Average Sale Price 273,870 223,543 22.5% 245,298 218,079 1 Median Sale Price 273,870 223,543 22.5% 245,298 218,079 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 54 49 10.2% 355 380 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726	0						12.0%
# New Listings 97 111 -12.6% 727 738 - # Sales 71 91 -22.0% 520 584 -1 Average Sale Price 273,870 223,543 22.5% 245,298 218,079 1 Median Sale Price 205,000 175,000 17.1% 194,250 171,087 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Change # New Listings 54 49 10.2% 355 380 - # Sales 46 49 -6.1% 285 302 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 2 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change <t< td=""><td>Total Active Residential Listings</td><td>85</td><td>102</td><td>-16.7%</td><td>85</td><td>102</td><td>-16.7%</td></t<>	Total Active Residential Listings	85	102	-16.7%	85	102	-16.7%
# New Listings 97 111 -12.6% 727 738 - # Sales 71 91 -22.0% 520 584 -1 Average Sale Price 273,870 223,543 22.5% 245,298 218,079 1 Median Sale Price 205,000 175,000 17.1% 194,250 171,087 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Change # New Listings 54 49 10.2% 355 380 - # Sales 46 49 -6.1% 285 302 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Intal Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Change # New Listings 103 124 -16.9% 755	GRANT / IOWA / LAFAYETTE COUNTIES	2022	2021	Change	2022	2021	Change
# Sales 71 91 -22.0% 520 584 -1 Average Sale Price 273,870 223,543 22.5% 245,298 218,079 1 Median Sale Price 205,000 175,000 17.1% 194,250 171,087 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 54 49 10.2% 355 380 - # Sales 46 49 -6.1% 285 302 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 2 Total Active Residential Listings 57 50 14.0% 57 50 1 graps 296,750 250,000 18.7% 282,000 230,000 2 2 Median Sale Price 306,544 249,561 22.8% <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td>-1.5%</td></t<>							-1.5%
Median Sale Price 205,000 175,000 17.1% 194,250 171,087 1 Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 54 49 10.2% 355 380 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 2 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 756 726 755 726 755 726 755 726 755 726 755 726 755 726 755 726 7	-	71	91	-22.0%	520	584	-11.0%
Total Active Residential Listings 132 168 -21.4% 132 168 -2 GREEN COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 54 49 10.2% 355 380 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 2 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 727,202 266,	Average Sale Price	273,870	223,543		245,298	218,079	12.5%
GREEN COUNTY 2022 2021 Change 2022 2021 Change # New Listings 54 49 10.2% 355 380 - Average Sales 46 49 -6.1% 285 302 - Median Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 726 # Sales 96 101 -5.0% 569 564 77,202 266,685 77,202 266,685 77,202 266,685 77,202 266,685 <td< td=""><td>vledian Sale Price</td><td>205,000</td><td>175,000</td><td>17.1%</td><td>194,250</td><td>171,087</td><td>13.5%</td></td<>	vledian Sale Price	205,000	175,000	17.1%	194,250	171,087	13.5%
# New Listings 54 49 10.2% 355 380 - # Sales 46 49 -6.1% 285 302 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 2 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 726 # Sales 96 101 -5.0% 569 564 569 564 Average Sale Price 306,544 249,561 22.8% 277,202 266,685 566 Median Sale Price 239,950 228,050 5.2% 212,000 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2025 305 -32.	Total Active Residential Listings	132	168	-21.4%	132	168	-21.4%
# Sales 46 49 -6.1% 285 302 - Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 2 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 - # Sales 96 101 -5.0% 569 564 - Average Sale Price 336,544 249,561 22.8% 277,202 266,685 - Median Sale Price 239,950 228,050 5.2% 212,000 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 205 305 -32.8%	GREEN COUNTY	<u>2022</u>	<u>2021</u>	<u>Change</u>	2022	<u>2021</u>	Change
Average Sale Price 320,043 270,604 18.3% 309,759 253,717 2 Median Sale Price 296,750 250,000 18.7% 282,000 230,000 22 Total Active Residential Listings 57 50 14.0% 57 50 1 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 750 750 # Sales 96 101 -5.0% 569 564 569 564 Average Sale Price 306,544 249,561 22.8% 277,202 266,685 14.0% 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 205 305 -32.8% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average S	# New Listings	54	49	10.2%	355	380	-6.6%
Median Sale Price Total Active Residential Listings 296,750 250,000 18.7% 282,000 230,000 2 GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Change # New Listings 103 124 -16.9% 755 726 726 # Sales 96 101 -5.0% 569 564 569 564 Average Sale Price 306,544 249,561 22.8% 277,202 266,685 71 Median Sale Price 239,950 228,050 5.2% 212,000 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 255 273 -6.6% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373							-5.6%
Total Active Residential Listings575014.0%57501GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES20222021Change20222021Ch# New Listings103124-16.9%7557266# Sales96101-5.0%5695646Average Sale Price306,544249,56122.8%277,202266,6857Median Sale Price239,950228,0505.2%212,000187,9501Total Active Residential Listings15713417.2%1571341ROCK COUNTY20222021Change20222021Ch# New Listings205305-32.8%1,7181,920-1# Sales255273-6.6%1,4641,616-Average Sale Price272,300221,37323.0%249,409221,7981Median Sale Price248,000202,00022.8%230,000200,0001	-						22.1%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES 2022 2021 Change 2022 2021 Ch # New Listings 103 124 -16.9% 755 726 726 # Sales 96 101 -5.0% 569 564 569 564 Average Sale Price 306,544 249,561 22.8% 277,202 266,685 Median Sale Price 239,950 228,050 5.2% 212,000 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 205 305 -32.8% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,							22.6%
# New Listings 103 124 -16.9% 755 726 # Sales 96 101 -5.0% 569 564 Average Sale Price 306,544 249,561 22.8% 277,202 266,685 Median Sale Price 239,950 228,050 5.2% 212,000 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 205 305 -32.8% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1	Iotal Active Residential Listings		50	14.0%	57	50	14.0%
# Sales 96 101 -5.0% 569 564 Average Sale Price 306,544 249,561 22.8% 277,202 266,685 Median Sale Price 239,950 228,050 5.2% 212,000 187,950 1 Total Active Residential Listings 157 134 17.2% 157 134 1 ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 205 305 -32.8% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1	REEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2022</u>		Change			<u>Change</u>
Average Sale Price306,544249,56122.8%277,202266,685Median Sale Price239,950228,0505.2%212,000187,9501Total Active Residential Listings15713417.2%1571341ROCK COUNTY20222021Change20222021Ch# New Listings205305-32.8%1,7181,920-1# Sales255273-6.6%1,4641,616-Average Sale Price272,300221,37323.0%249,409221,7981Median Sale Price248,000202,00022.8%230,000200,0001	-						4.0%
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ROCK COUNTY 2022 2021 Change 2022 2021 Ch # New Listings 205 305 -32.8% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1							12.8%
# New Listings 205 305 -32.8% 1,718 1,920 -1 # Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1	Total Active Residential Listings	157	134	17.2%	157	134	17.2%
# Sales 255 273 -6.6% 1,464 1,616 - Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1	ROCK COUNTY	2022		Change		2021	Change
Average Sale Price 272,300 221,373 23.0% 249,409 221,798 1 Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1	0						-10.5%
Median Sale Price 248,000 202,000 22.8% 230,000 200,000 1							-9.4%
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231 204 13.2% 231 204 1							15.0% 13.2%
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•	-						-7.6%
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							16.0% -10.6%
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	C C						-9.0% -10.3%
							11.0%
-	0						10.8%
							-1.9%

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

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