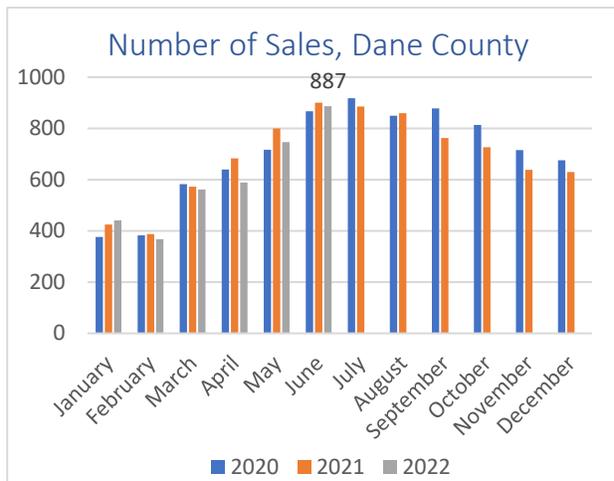
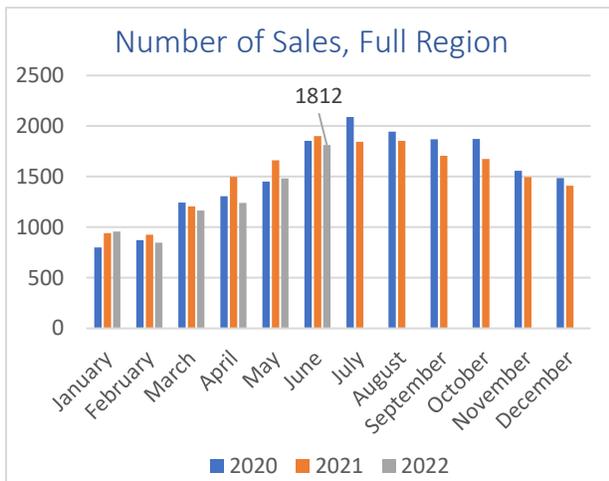


Market Statistics: January-June 2022

Home Sales:

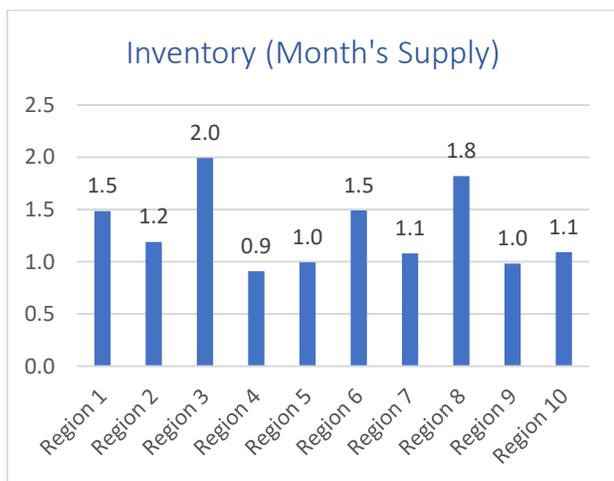
For the 5th consecutive month, the total number of sales was lower than previous years; at 1,812 in 2022 vs 1,901 in 2021 and 1,854 in 2020.



Home Prices:

Year to date the total region's median sales price has increased by 10.9%.

The median price of homes in Dane County increased another \$5,000 to \$385,000 year to date. All counties in our area minus Regions 3 and 6 are now over \$200,000.



Inventory:

The chart above describes how many months it would take to work through the existing listings currently on the market. Despite the increases in interest rates, the active listing numbers have remained low through the summer months.

Interest Rates: June 30, 2022, 5.7% for a 30-year fixed

Mortgage interest rates continue to fluctuate through June and the start of July. The recent volatility can be attributed to the opposing forces of decades-high inflation and a slowing economy pulling them in different directions. The next move for mortgage rates will likely depend on whether the need to offset inflation outweighs recession worries or vice versa.

Looking Forward:

Experts anticipate that home prices will continue to appreciate through 2022, but opportunities and choice for buyers may as well, with more homeowners looking to take advantage of favorable market conditions for sellers.

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)

	JUNE			JANUARY - JUNE		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	180	171	5.3%	818	843	-3.0%
# Sales	144	163	-11.7%	644	707	-8.9%
Average Sale Price	258,882	245,189	5.6%	243,355	222,400	9.4%
Median Sale Price	212,500	200,000	6.3%	200,000	180,000	11.1%
Total Active Residential Listings	211	182	15.9%	211	182	15.9%
COLUMBIA COUNTY						
# New Listings	96	95	1.1%	394	442	-10.9%
# Sales	84	92	-8.7%	286	374	-23.5%
Average Sale Price	306,277	295,544	3.6%	309,119	280,267	10.3%
Median Sale Price	271,500	257,300	5.5%	271,000	233,000	16.3%
Total Active Residential Listings	79	58	36.2%	79	58	36.2%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	90	73	23.3%	341	356	-4.2%
# Sales	49	74	-33.8%	242	304	-20.4%
Average Sale Price	233,646	225,218	3.7%	284,083	237,355	19.7%
Median Sale Price	220,000	165,000	33.3%	195,000	175,000	11.4%
Total Active Residential Listings	106	73	45.2%	106	73	45.2%
DANE COUNTY						
# New Listings	916	993	-7.8%	4,447	4,702	-5.4%
# Sales	887	1,032	-14.1%	3,580	3,963	-9.7%
Average Sale Price	450,180	407,879	10.4%	425,140	387,717	9.7%
Median Sale Price	405,000	365,000	11.0%	385,000	350,000	10.0%
Total Active Residential Listings	640	500	28.0%	640	500	28.0%
DODGE COUNTY						
# New Listings	121	128	-5.5%	538	553	-2.7%
# Sales	121	104	16.3%	459	470	-2.3%
Average Sale Price	258,936	274,174	-5.6%	254,629	232,136	9.7%
Median Sale Price	225,000	235,000	-4.3%	216,000	203,227	6.3%
Total Active Residential Listings	87	62	40.3%	87	62	40.3%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	104	119	-12.6%	447	502	-11.0%
# Sales	82	84	-2.4%	373	405	-7.9%
Average Sale Price	221,139	215,815	2.5%	234,902	211,827	10.9%
Median Sale Price	198,000	185,000	7.0%	188,500	170,000	10.9%
Total Active Residential Listings	111	112	-0.9%	111	112	-0.9%
GREEN COUNTY						
# New Listings	53	62	-14.5%	258	262	-1.5%
# Sales	49	42	16.7%	196	203	-3.4%
Average Sale Price	330,907	267,604	23.7%	309,711	244,467	26.7%
Median Sale Price	300,000	227,000	32.2%	272,500	226,000	20.6%
Total Active Residential Listings	42	33	27.3%	42	33	27.3%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	125	100	25.0%	517	481	7.5%
# Sales	96	91	5.5%	380	375	1.3%
Average Sale Price	285,788	238,210	20.0%	274,858	277,451	-0.9%
Median Sale Price	215,000	170,000	26.5%	210,000	175,000	20.0%
Total Active Residential Listings	146	121	20.7%	146	121	20.7%
ROCK COUNTY						
# New Listings	281	304	-7.6%	1,270	1,308	-2.9%
# Sales	220	238	-7.6%	990	1,074	-7.8%
Average Sale Price	258,386	234,443	10.2%	241,656	221,152	9.3%
Median Sale Price	250,000	210,000	19.0%	220,000	200,000	10.0%
Total Active Residential Listings	200	135	48.1%	200	135	48.1%
SAUK COUNTY						
# New Listings	99	105	-5.7%	476	536	-11.2%
# Sales	80	113	-29.2%	370	456	-18.9%
Average Sale Price	301,432	303,993	-0.8%	301,940	262,532	15.0%
Median Sale Price	264,950	270,000	-1.9%	269,000	234,000	15.0%
Total Active Residential Listings	87	93	-6.5%	87	93	-6.5%
18 COUNTY TOTAL						
# New Listings	2,065	2,150	-4.0%	9,506	9,985	-4.8%
# Sales	1,812	2,033	-10.9%	7,520	8,331	-9.7%
Average Sale Price	357,527	331,788	7.8%	339,957	309,278	9.9%
Median Sale Price	319,450	300,000	6.5%	305,000	275,000	10.9%
Total Active Residential Listings	1,709	1,369	24.8%	1,709	1,369	24.8%

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