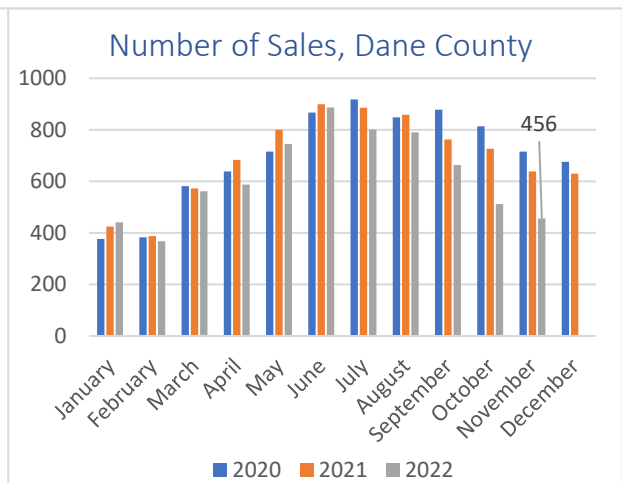
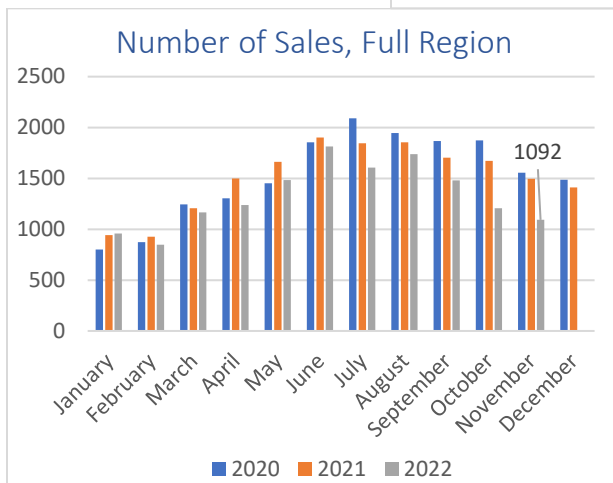
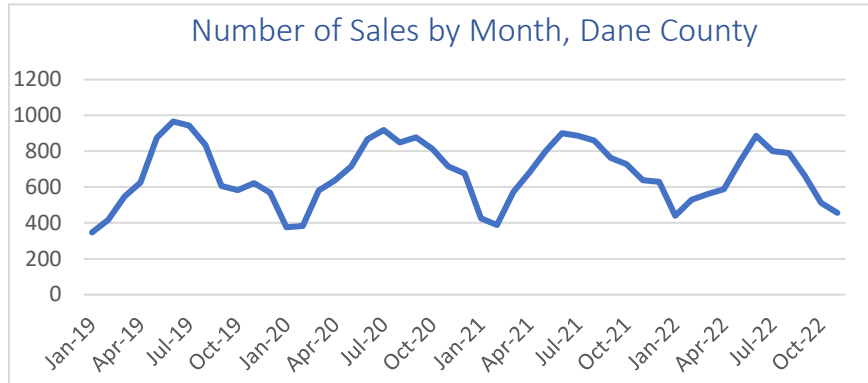


Market Statistics: January-November 2022

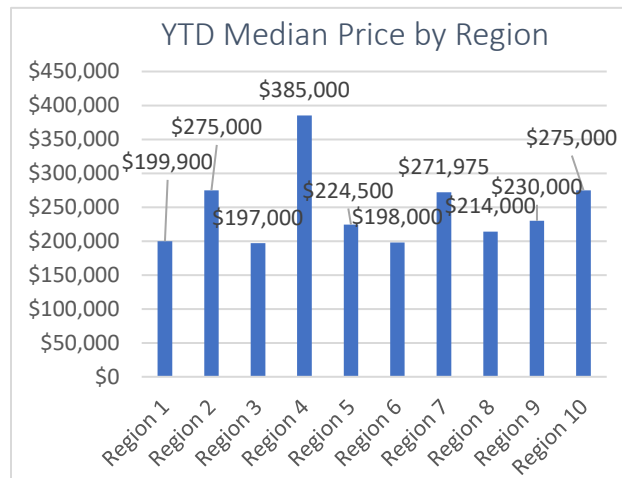
Home Sales:

Interest rates continue to influence the housing market in November. Whether in an urban or rural area, home sales have slowed beyond the typical seasonal dip. The chart to the right shows a more traditional seasonal shift.



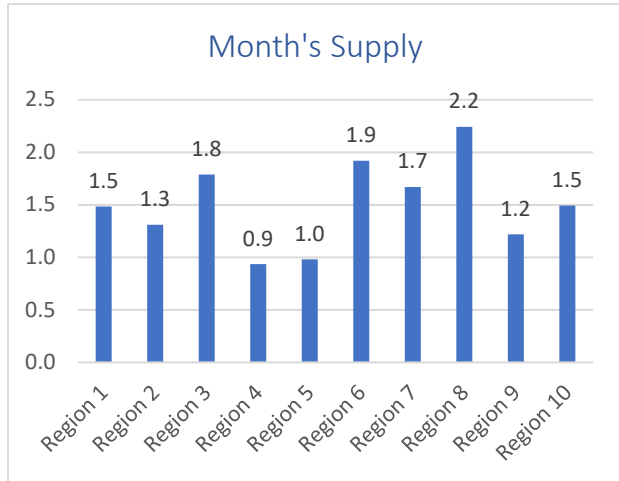
Home Prices:

Median sales price remains strong despite the drop in sales. This is likely due to the limited number of available listings.



Inventory:

Month's Supply, or the number of months it would take to sell off existing inventory based off the sales of the past 30 days, remains remarkably low. A "buyer's market" is thought to be over 6 months of inventory, with balance between 3 and 6. Sellers wanting to list now, at the right price points, still have an opportunity to reach motivated buyers.



Interest Rates: December 1, 2022, 6.49% for a 30-year fixed

Over the past several months we have seen a steady decline in interest rates from their high of 7.08%. Although housing affordability remains a key concern, these recent declines have helped to stabilize purchase demand for housing.

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)

	NOVEMBER			JANUARY - NOVEMBER		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	63	96	-34.4%	1,460	1,643	-11.1%
# Sales	88	122	-27.9%	1,259	1,450	-13.2%
Average Sale Price	200,608	202,334	-0.9%	238,989	219,957	8.7%
Median Sale Price	189,200	175,950	7.5%	199,900	182,700	9.4%
Total Active Residential Listings	211	222	-5.0%	211	222	-5.0%
COLUMBIA COUNTY						
# New Listings	36	39	-7.7%	725	816	-11.2%
# Sales	68	56	21.4%	598	755	-20.8%
Average Sale Price	301,361	314,140	-4.1%	306,834	287,407	6.8%
Median Sale Price	285,000	248,000	14.9%	275,000	239,900	14.6%
Total Active Residential Listings	87	81	7.4%	87	81	7.4%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	35	48	-27.1%	658	741	-11.2%
# Sales	51	68	-25.0%	548	590	-7.1%
Average Sale Price	230,519	239,557	-3.8%	258,882	230,136	12.5%
Median Sale Price	165,500	197,500	-16.2%	197,000	177,500	11.0%
Total Active Residential Listings	95	96	-1.0%	95	96	-1.0%
DANE COUNTY						
# New Listings	337	446	-24.4%	7,238	8,383	-13.7%
# Sales	456	640	-28.8%	6,874	7,983	-13.9%
Average Sale Price	418,942	379,083	10.5%	429,189	386,622	11.0%
Median Sale Price	377,900	345,500	9.4%	385,000	350,000	10.0%
Total Active Residential Listings	657	512	28.3%	657	512	28.3%
DODGE COUNTY						
# New Listings	58	82	-29.3%	934	1,112	-16.0%
# Sales	68	97	-29.9%	862	989	-12.8%
Average Sale Price	267,381	249,382	7.2%	266,759	245,705	8.6%
Median Sale Price	225,500	210,000	7.4%	224,500	208,000	7.9%
Total Active Residential Listings	86	95	-9.5%	86	95	-9.5%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	53	59	-10.2%	942	966	-2.5%
# Sales	52	87	-40.2%	735	828	-11.2%
Average Sale Price	250,382	266,054	-5.9%	252,094	226,579	11.3%
Median Sale Price	207,500	180,000	15.3%	198,000	174,450	13.5%
Total Active Residential Listings	143	144	-0.7%	143	144	-0.7%
GREEN COUNTY						
# New Listings	28	21	33.3%	442	494	-10.5%
# Sales	31	46	-32.6%	388	429	-9.6%
Average Sale Price	248,954	279,275	-10.9%	306,724	261,040	17.5%
Median Sale Price	225,000	249,000	-9.6%	271,975	234,900	15.8%
Total Active Residential Listings	65	52	25.0%	65	52	25.0%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	63	54	16.7%	1,007	1,030	-2.2%
# Sales	77	100	-23.0%	802	882	-9.1%
Average Sale Price	232,924	232,404	0.2%	282,197	264,303	6.8%
Median Sale Price	170,000	187,500	-9.3%	214,000	199,200	7.4%
Total Active Residential Listings	180	145	24.1%	180	145	24.1%
ROCK COUNTY						
# New Listings	135	163	-17.2%	2,227	2,565	-13.2%
# Sales	157	222	-29.3%	1,998	2,318	-13.8%
Average Sale Price	264,301	214,822	23.0%	252,571	221,851	13.8%
Median Sale Price	215,000	193,500	11.1%	230,000	200,000	15.0%
Total Active Residential Listings	248	204	21.6%	248	204	21.6%
SAUK COUNTY						
# New Listings	53	65	-18.5%	857	961	-10.8%
# Sales	44	75	-41.3%	726	895	-18.9%
Average Sale Price	292,756	291,699	0.4%	314,753	268,680	17.1%
Median Sale Price	284,500	255,000	11.6%	275,000	241,500	13.9%
Total Active Residential Listings	119	76	56.6%	119	76	56.6%
18 COUNTY TOTAL						
# New Listings	861	1,073	-19.8%	16,490	18,711	-11.9%
# Sales	1,092	1,513	-27.8%	14,790	17,119	-13.6%
Average Sale Price	322,501	300,179	7.4%	342,812	308,928	11.0%
Median Sale Price	290,000	270,500	7.2%	305,000	275,000	10.9%
Total Active Residential Listings	1,891	1,627	16.2%	1,891	1,627	16.2%

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