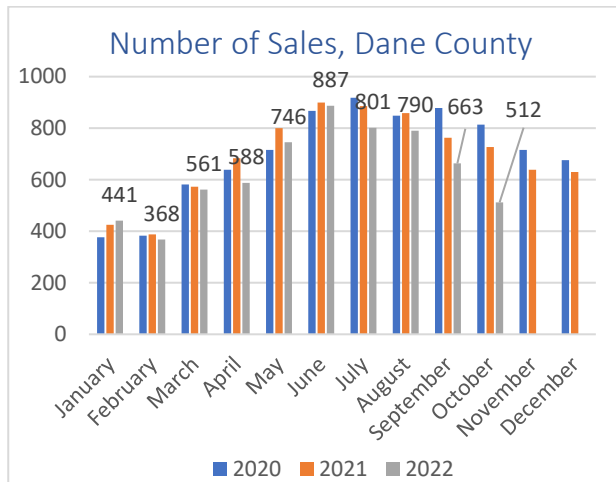
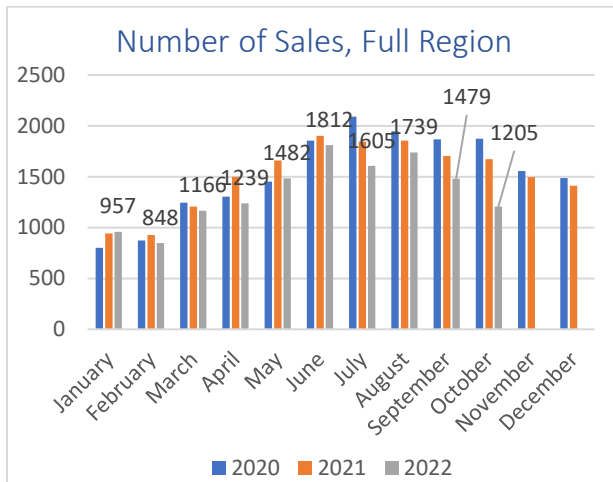


Market Statistics: January-October 2022

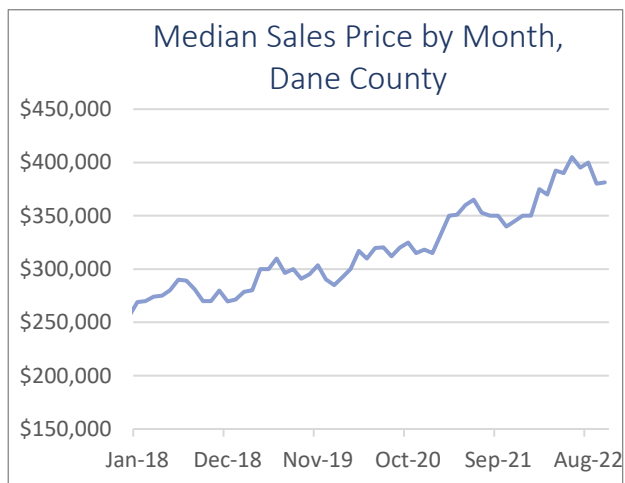
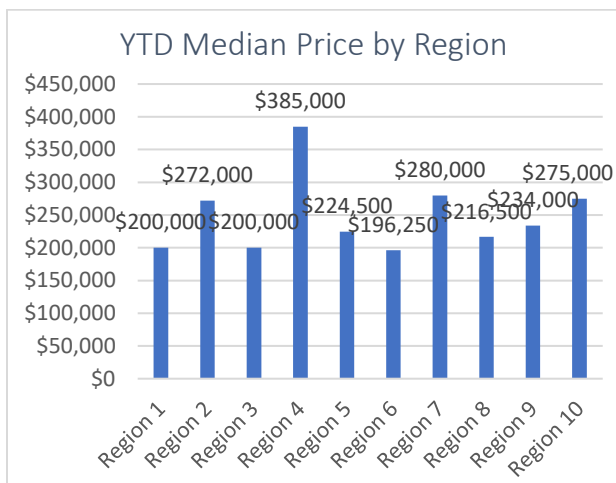
Home Sales:

Although some decrease in sales can be attributed to seasonal market shifts, the considerable fall in home sales beginning in July is likely to have been impacted by rising mortgage interest rates. Rate increases have decreased the buying power of many and lead some to stay on the fence.



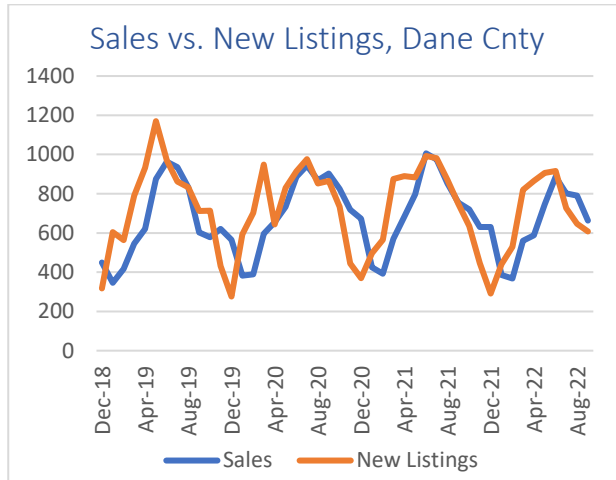
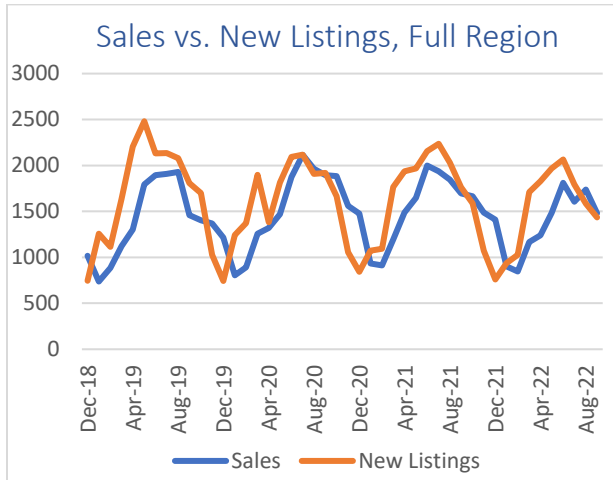
Home Prices:

While there has been a slight drop in the median prices of homes sold in the last several months, home values overall remain strong. As you'll see, Dane County has seen a slight drop in monthly Median Sales Price, leveling out in October.



Inventory:

Despite the potential for a shift into a buyer's market with fewer homes selling, inventory numbers remain low. Owners are resisting listing until they feel conditions may become more favorable.



Interest Rates: October 27, 2022, 7.08% for a 30-year fixed

In the last several months, although interest rates have remained high as compared with 2021, they've also seen dramatic various depending on the day and week. It is important for consumers to work with a qualified and qualified bank, mortgage company, or credit union, and an educated mortgage lender to fully understand their options.

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)

	OCTOBER			JANUARY - OCTOBER		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	111	142	-21.8%	1,397	1,547	-9.7%
# Sales	106	142	-25.4%	1,171	1,328	-11.8%
Average Sale Price	220,888	228,834	-3.5%	241,874	221,576	9.2%
Median Sale Price	180,000	192,450	-6.5%	200,000	183,000	9.3%
Total Active Residential Listings	255	256	-0.4%	255	256	-0.4%
COLUMBIA COUNTY						
# New Listings	73	70	4.3%	689	777	-11.3%
# Sales	41	88	-53.4%	527	699	-24.6%
Average Sale Price	251,814	333,007	-24.4%	306,366	285,266	7.4%
Median Sale Price	230,000	287,000	-19.9%	272,000	237,500	14.5%
Total Active Residential Listings	104	92	13.0%	104	92	13.0%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	57	73	-21.9%	623	693	-10.1%
# Sales	61	61	0.0%	497	522	-4.8%
Average Sale Price	211,421	210,718	0.3%	261,792	228,909	14.4%
Median Sale Price	185,000	163,000	13.5%	200,000	175,000	14.3%
Total Active Residential Listings	107	104	2.9%	107	104	2.9%
DANE COUNTY						
# New Listings	497	636	-21.9%	6,909	7,937	-13.0%
# Sales	512	734	-30.2%	6,406	7,343	-12.8%
Average Sale Price	436,054	381,900	14.2%	429,724	387,279	11.0%
Median Sale Price	381,330	340,000	12.2%	385,000	350,000	10.0%
Total Active Residential Listings	717	729	-1.6%	717	729	-1.6%
DODGE COUNTY						
# New Listings	75	99	-24.2%	876	1,030	-15.0%
# Sales	75	100	-25.0%	794	892	-11.0%
Average Sale Price	274,408	282,728	-2.9%	266,705	245,305	8.7%
Median Sale Price	245,000	224,950	8.9%	224,500	207,500	8.2%
Total Active Residential Listings	91	117	-22.2%	91	117	-22.2%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	68	86	-20.9%	889	907	-2.0%
# Sales	76	71	7.0%	682	741	-8.0%
Average Sale Price	242,984	198,392	22.5%	252,271	221,945	13.7%
Median Sale Price	197,000	185,500	6.2%	196,250	173,000	13.4%
Total Active Residential Listings	154	177	-13.0%	154	177	-13.0%
GREEN COUNTY						
# New Listings	33	46	-28.3%	414	473	-12.5%
# Sales	34	38	-10.5%	357	383	-6.8%
Average Sale Price	352,835	310,872	13.5%	311,776	258,850	20.4%
Median Sale Price	255,000	269,000	-5.2%	280,000	234,000	19.7%
Total Active Residential Listings	63	57	10.5%	63	57	10.5%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	72	125	-42.4%	944	976	-3.3%
# Sales	78	116	-32.8%	720	782	-7.9%
Average Sale Price	323,704	275,329	17.6%	287,523	268,382	7.1%
Median Sale Price	225,000	224,575	0.2%	216,500	199,650	8.4%
Total Active Residential Listings	186	175	6.3%	186	175	6.3%
ROCK COUNTY						
# New Listings	183	226	-19.0%	2,092	2,402	-12.9%
# Sales	163	248	-34.3%	1,836	2,096	-12.4%
Average Sale Price	260,913	229,512	13.7%	251,708	222,595	13.1%
Median Sale Price	248,000	202,500	22.5%	234,000	200,000	17.0%
Total Active Residential Listings	244	247	-1.2%	244	247	-1.2%
SAUK COUNTY						
# New Listings	73	83	-12.0%	804	896	-10.3%
# Sales	59	92	-35.9%	676	820	-17.6%
Average Sale Price	374,800	293,490	27.7%	313,964	266,574	17.8%
Median Sale Price	284,900	270,950	5.1%	275,000	240,250	14.5%
Total Active Residential Listings	114	96	18.8%	114	96	18.8%
18 COUNTY TOTAL						
# New Listings	1,242	1,586	-21.7%	15,637	17,638	-11.3%
# Sales	1,205	1,690	-28.7%	13,666	15,606	-12.4%
Average Sale Price	340,937	310,649	9.7%	344,221	309,776	11.1%
Median Sale Price	290,730	275,000	5.7%	305,900	276,000	10.8%
Total Active Residential Listings	2,035	2,050	-0.7%	2,035	2,050	-0.7%

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