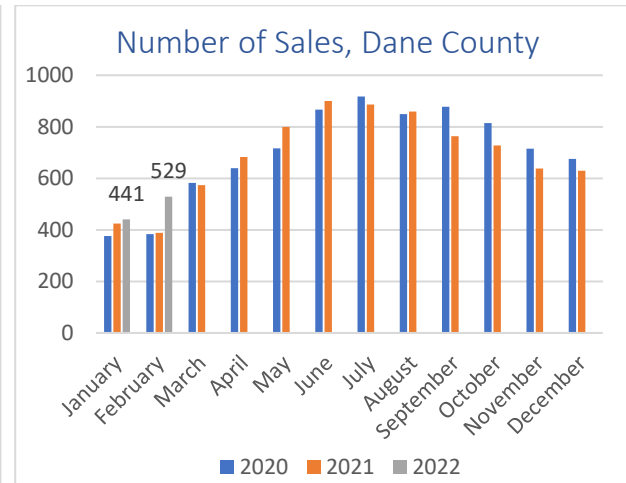
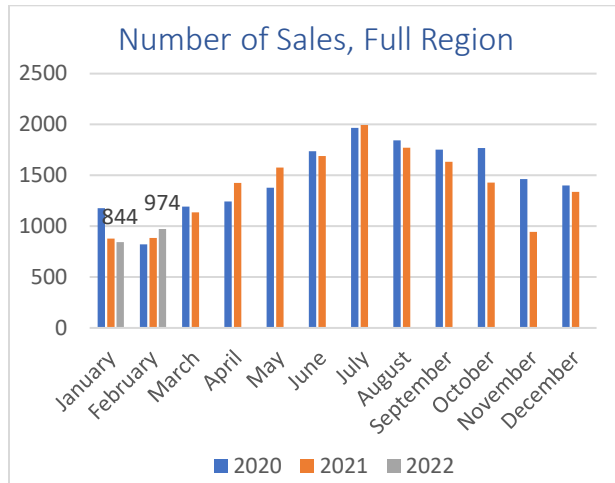


Market Statistics: January-February 2022

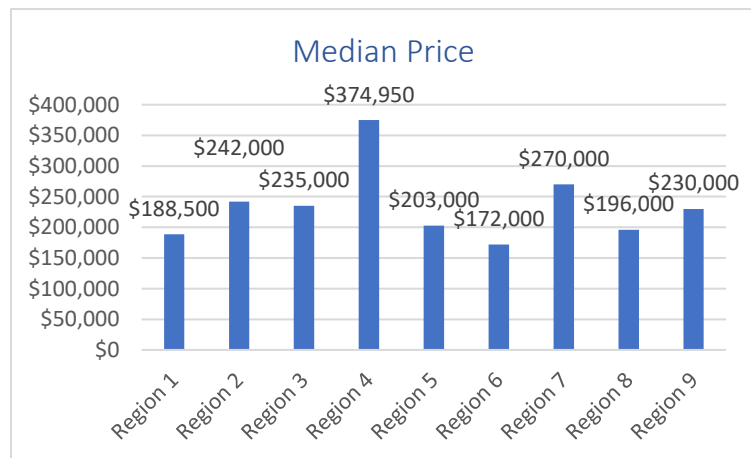
Home Sales:

Despite low inventory, sales in Dane County and across the region increased in the month of February.



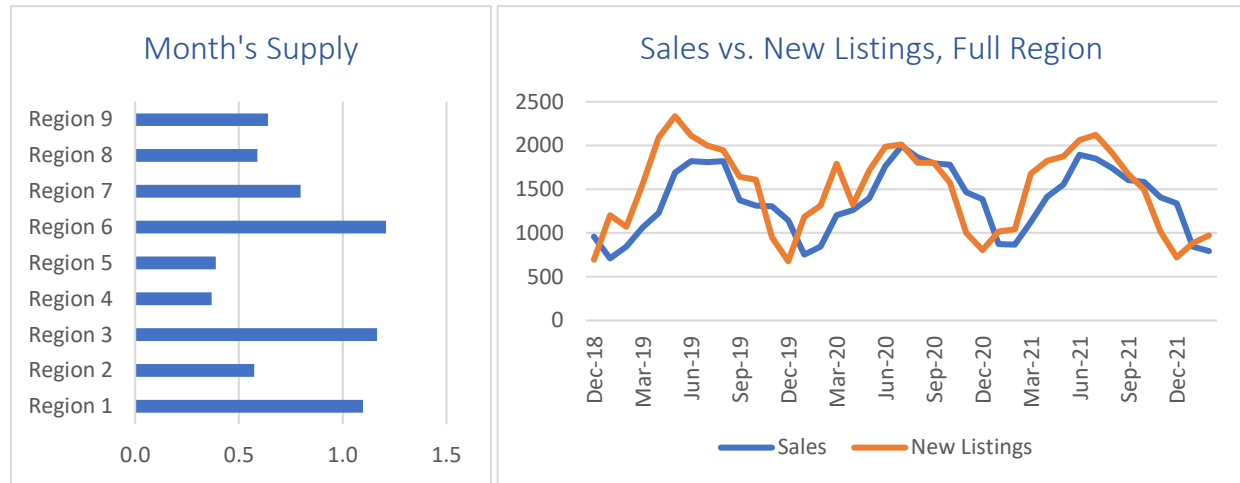
Home Prices:

Median Sales price continues to increase at a rapid pace. Year over year, the total increase in South Central Wisconsin from February 2021 to February 2022 was 12.2%. While some counties like Green show larger jumps (21.6%), it is important to remember that with a smaller number of total sales, one or two homes can easily sway the median.



Inventory:

The lack of supply remains a primary story in our region, the state, and the country as a whole. While February saw a slight increase in the number of new listings as compared to sales, it follows four consecutive months of sales outpacing new listings.



Interest Rates: March 3, 2022, 3.76% for a 30-year fixed

Geopolitical tensions caused U.S. Treasury yields to recede as investors moved to the safety of bonds, leading to a drop in mortgage rates. While inflationary pressures remain, the cascading impacts of the war in Ukraine have created market uncertainty.

What's Ahead:

Inflation, stock market volatility, and a war in the Ukraine have put the discussion of housing on a back burner for the moment. Despite the Federal Reserve increasing rates to help offset the inflation the country is experiencing; the low inventory will keep the market in favor of sellers as we move into the homebuying season.

Legend:

- Region 1-Adams, Green Lake, Marquette, Waushara Counties
- Region 2-Columbia County
- Region 3-Crawford, Richland, Vernon Counties
- Region 4-Dane County
- Region 5-Dodge County
- Region 6-Grant, Iowa, Lafayette Counties
- Region 7-Green County
- Region 8-Rock County
- Region 9-Sauk County

National Association of REALTORS® Statistics: <https://www.nar.realtor/research-and-statistics/housing-statistics>

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

	FEBRUARY			JANUARY -FEBRUARY		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	92	68	35.3%	165	146	13.0%
# Sales	81	94	-13.8%	145	148	-2.0%
Average Sale Price	252,973	245,067	3.2%	254,378	238,855	6.5%
Median Sale Price	188,500	163,000	15.6%	199,900	160,750	24.4%
Total Active Residential Listings	144	177	-18.6%	144	177	-18.6%
COLUMBIA COUNTY						
# New Listings	34	50	-32.0%	65	97	-33.0%
# Sales	24	48	-50.0%	58	91	-36.3%
Average Sale Price	290,245	229,654	26.4%	291,662	251,830	15.8%
Median Sale Price	242,000	205,000	18.0%	247,000	215,000	14.9%
Total Active Residential Listings	38	47	-19.1%	38	47	-19.1%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	28	41	-31.7%	58	75	-22.7%
# Sales	31	35	-11.4%	62	68	-8.8%
Average Sale Price	415,890	238,692	74.2%	339,789	225,765	50.5%
Median Sale Price	235,000	155,000	51.6%	211,000	155,200	36.0%
Total Active Residential Listings	62	82	-24.4%	62	82	-24.4%
DANE COUNTY						
# New Listings	529	565	-6.4%	970	1,061	-8.6%
# Sales	368	398	-7.5%	762	828	-8.0%
Average Sale Price	397,429	361,200	10.0%	391,321	351,226	11.4%
Median Sale Price	374,950	330,000	13.6%	362,000	325,000	11.4%
Total Active Residential Listings	259	385	-32.7%	259	385	-32.7%
DODGE COUNTY						
# New Listings	50	50	0.0%	104	113	-8.0%
# Sales	61	55	10.9%	141	102	38.2%
Average Sale Price	254,575	193,623	31.5%	248,300	194,123	27.9%
Median Sale Price	203,000	170,400	19.1%	195,000	177,050	10.1%
Total Active Residential Listings	34	59	-42.4%	34	59	-42.4%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	44	47	-6.4%	88	106	-17.0%
# Sales	47	35	34.3%	95	90	5.6%
Average Sale Price	236,544	217,597	8.7%	244,804	202,425	20.9%
Median Sale Price	172,000	132,500	29.8%	180,000	156,950	14.7%
Total Active Residential Listings	90	108	-16.7%	90	108	-16.7%
GREEN COUNTY						
# New Listings	24	27	-11.1%	63	52	21.2%
# Sales	19	26	-26.9%	43	45	-4.4%
Average Sale Price	280,372	283,623	-1.1%	306,130	241,193	26.9%
Median Sale Price	270,000	221,950	21.6%	285,000	200,000	42.5%
Total Active Residential Listings	31	17	82.4%	31	17	82.4%
ROCK COUNTY						
# New Listings	125	134	-6.7%	247	294	-16.0%
# Sales	123	157	-21.7%	267	301	-11.3%
Average Sale Price	237,319	204,733	15.9%	225,629	204,797	10.2%
Median Sale Price	196,000	184,000	6.5%	195,000	185,000	5.4%
Total Active Residential Listings	120	132	-9.1%	120	132	-9.1%
SAUK COUNTY						
# New Listings	48	59	-18.6%	97	114	-14.9%
# Sales	41	44	-6.8%	81	108	-25.0%
Average Sale Price	244,870	226,298	8.2%	249,436	227,381	9.7%
Median Sale Price	230,000	196,250	17.2%	230,000	214,500	7.2%
Total Active Residential Listings	51	83	-38.6%	51	83	-38.6%
16 COUNTY TOTAL						
# New Listings	974	1,041	-6.4%	1,857	2,058	-9.8%
# Sales	795	892	-10.9%	1,654	1,781	-7.1%
Average Sale Price	324,285	284,657	13.9%	317,371	280,467	13.2%
Median Sale Price	274,900	245,000	12.2%	274,950	250,000	10.0%
Total Active Residential Listings	829	1,090	-23.9%	829	1,090	-23.9%

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