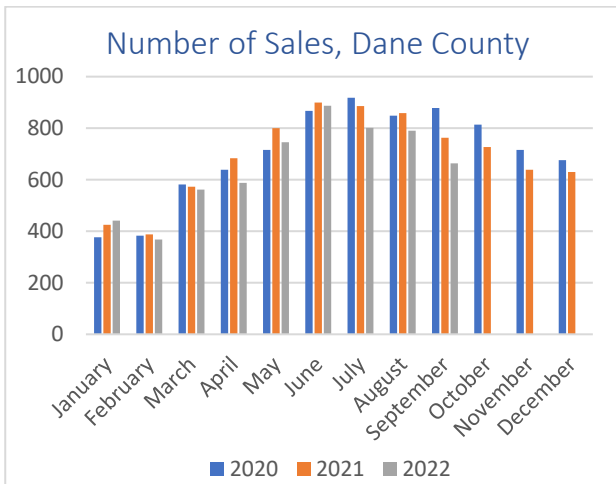
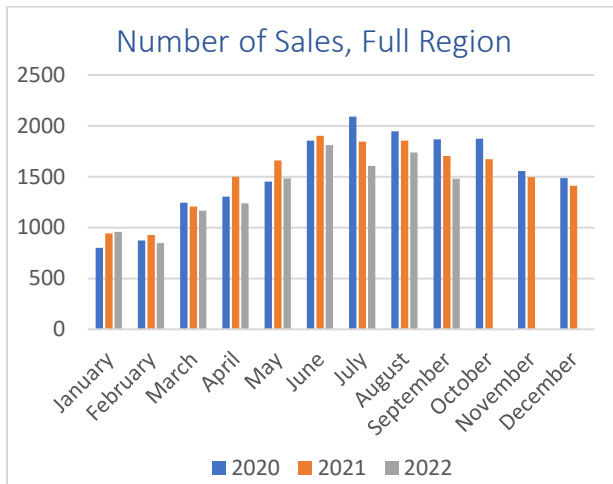


## Market Statistics: January-September 2022

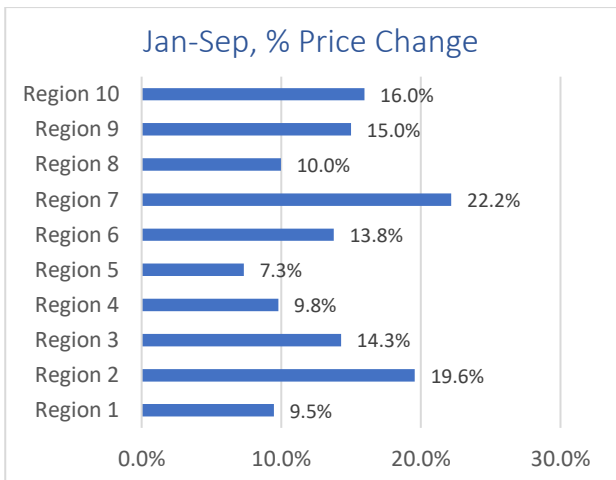
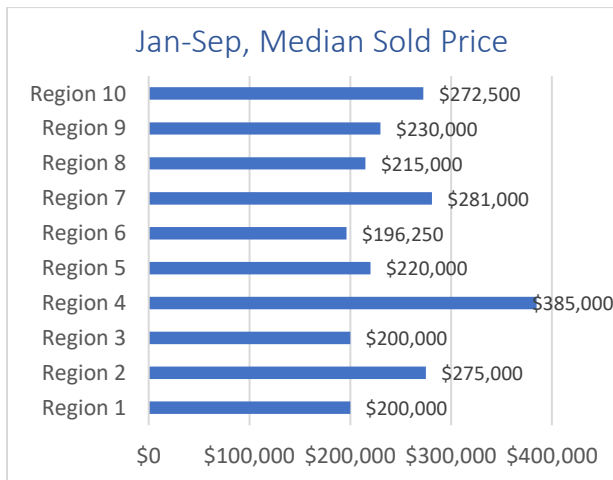
### Home Sales:

The housing market sales activity continued to weaken though September, which can be explained by a combination of the normal autumn market slowdown combined with low listing activity and increasing interest rates.

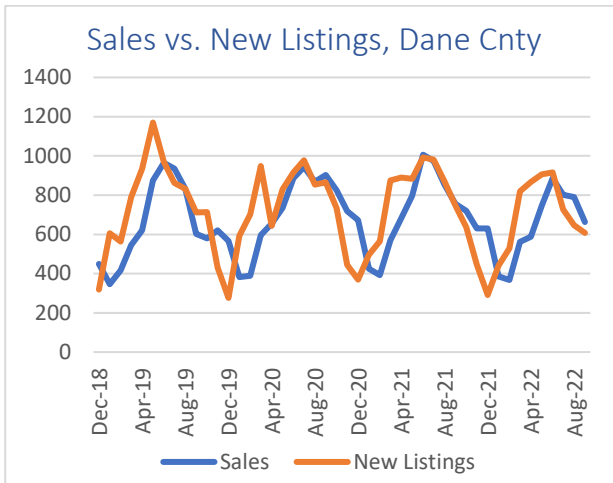
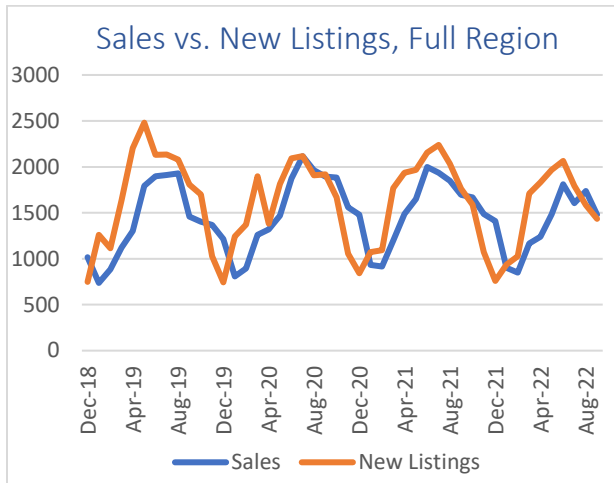


### Home Prices:

The rapid growth in home prices has stabilized over the past several months. Year to date, home values have increased, but will most likely end the year less dramatically than in 2020 and 2021.



## Inventory:



Although home sales have slowed, so have the number of listings. This has kept supply numbers very tight, so although there are buyers that are still able to afford homes, the lack of choice is still a struggle.

**Interest Rates:** September 29, 2022, 6.7% for a 30-year fixed

Mortgage interest rates are always changing, and there are a lot of factors that can sway the interest rate: federal policy changes, the lending institution, and even the borrower's credit score. Recently it has been the actions taken by the Federal Reserve to get inflation under control which has led mortgage rates to more than double since the start of the year.

While mortgage interest rates at 7% or 8% are an adjustment for buyers who have participated in the housing market in the last 10 years, they don't come close to the rates buyers experienced in the 80's and 90's. What is more significant is that the Federal Reserve hiked its benchmark interest rate by 75 basis points—the largest increase since 1994—only to repeat that step again in July and September. How aggressive will they have to get to achieve their goals?

## 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)**

	SEPTEMBER			JANUARY - SEPTEMBER		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
<b>ADAMS / JUNEAU / MONROE</b>						
# New Listings	123	162	-24.1%	1,286	1,405	-8.5%
# Sales	137	160	-14.4%	1,058	1,186	-10.8%
Average Sale Price	235,447	238,410	-1.2%	244,122	220,707	10.6%
Median Sale Price	205,000	202,500	1.2%	200,000	182,700	9.5%
Total Active Residential Listings	241	274	-12.0%	241	274	-12.0%
<b>COLUMBIA COUNTY</b>						
# New Listings	66	65	1.5%	616	707	-12.9%
# Sales	58	76	-23.7%	486	611	-20.5%
Average Sale Price	288,563	270,338	6.7%	310,989	278,390	11.7%
Median Sale Price	277,500	220,500	25.9%	275,000	230,000	19.6%
Total Active Residential Listings	93	91	2.2%	93	91	2.2%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	69	69	0.0%	566	620	-8.7%
# Sales	69	63	9.5%	433	461	-6.1%
Average Sale Price	239,632	205,585	16.6%	267,721	231,316	15.7%
Median Sale Price	203,000	160,000	26.9%	200,000	175,000	14.3%
Total Active Residential Listings	120	95	26.3%	120	95	26.3%
<b>DANE COUNTY</b>						
# New Listings	607	748	-18.9%	6,412	7,301	-12.2%
# Sales	663	776	-14.6%	5,884	6,609	-11.0%
Average Sale Price	431,893	381,201	13.3%	429,040	387,876	10.6%
Median Sale Price	380,000	350,000	8.6%	385,000	350,683	9.8%
Total Active Residential Listings	681	724	-5.9%	681	724	-5.9%
<b>DODGE COUNTY</b>						
# New Listings	79	113	-30.1%	801	931	-14.0%
# Sales	82	104	-21.2%	719	792	-9.2%
Average Sale Price	259,921	281,750	-7.7%	265,902	240,580	10.5%
Median Sale Price	216,500	226,000	-4.2%	220,000	205,000	7.3%
Total Active Residential Listings	81	107	-24.3%	81	107	-24.3%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	94	83	13.3%	821	821	0.0%
# Sales	82	86	-4.7%	606	670	-9.6%
Average Sale Price	306,017	267,637	14.3%	253,436	224,440	12.9%
Median Sale Price	212,450	176,500	20.4%	196,250	172,500	13.8%
Total Active Residential Listings	138	164	-15.9%	138	164	-15.9%
<b>GREEN COUNTY</b>						
# New Listings	26	47	-44.7%	381	427	-10.8%
# Sales	37	43	-14.0%	322	345	-6.7%
Average Sale Price	292,440	248,926	17.5%	307,769	253,120	21.6%
Median Sale Price	280,000	217,000	29.0%	281,000	230,000	22.2%
Total Active Residential Listings	60	48	25.0%	60	48	25.0%
<b>GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES</b>						
# New Listings	117	125	-6.4%	872	851	2.5%
# Sales	71	102	-30.4%	640	666	-3.9%
Average Sale Price	333,870	269,863	23.7%	283,489	267,172	6.1%
Median Sale Price	220,000	219,750	0.1%	215,000	195,500	10.0%
Total Active Residential Listings	183	141	29.8%	183	141	29.8%
<b>ROCK COUNTY</b>						
# New Listings	191	256	-25.4%	1,909	2,176	-12.3%
# Sales	199	232	-14.2%	1,667	1,848	-9.8%
Average Sale Price	258,712	220,756	17.2%	250,825	221,667	13.2%
Median Sale Price	245,000	206,250	18.8%	230,000	200,000	15.0%
Total Active Residential Listings	244	240	1.7%	244	240	1.7%
<b>SAUK COUNTY</b>						
# New Listings	64	91	-29.7%	731	813	-10.1%
# Sales	81	93	-12.9%	617	728	-15.2%
Average Sale Price	333,248	258,839	28.7%	308,147	263,173	17.1%
Median Sale Price	275,000	245,000	12.2%	272,500	235,000	16.0%
Total Active Residential Listings	101	104	-2.9%	101	104	-2.9%
<b>18 COUNTY TOTAL</b>						
# New Listings	1,436	1,759	-18.4%	14,395	16,052	-10.3%
# Sales	1,479	1,735	-14.8%	12,432	13,916	-10.7%
Average Sale Price	345,694	307,373	12.5%	344,544	309,670	11.3%
Median Sale Price	309,000	271,000	14.0%	309,000	276,300	11.8%
Total Active Residential Listings	1,942	1,988	-2.3%	1,942	1,988	-2.3%

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