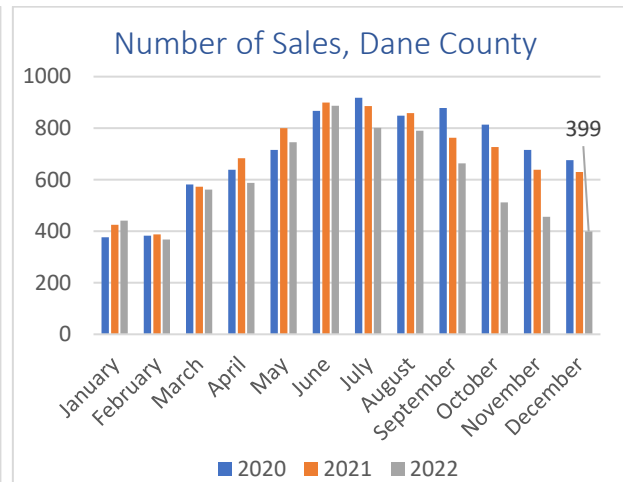
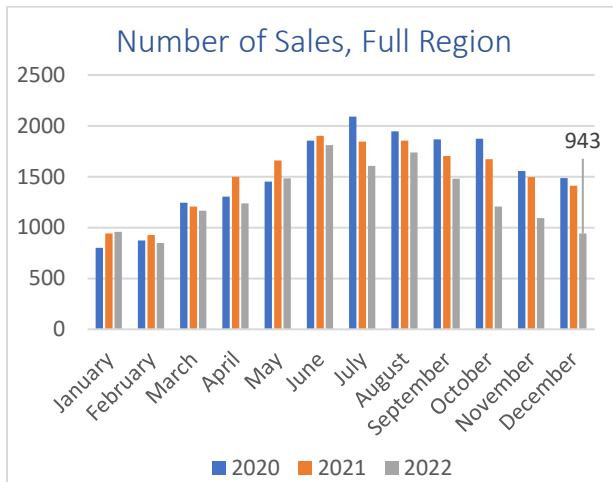


Market Statistics: January-December 2022

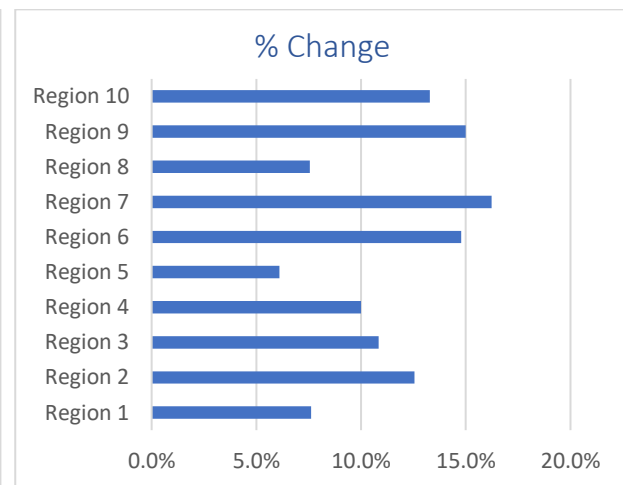
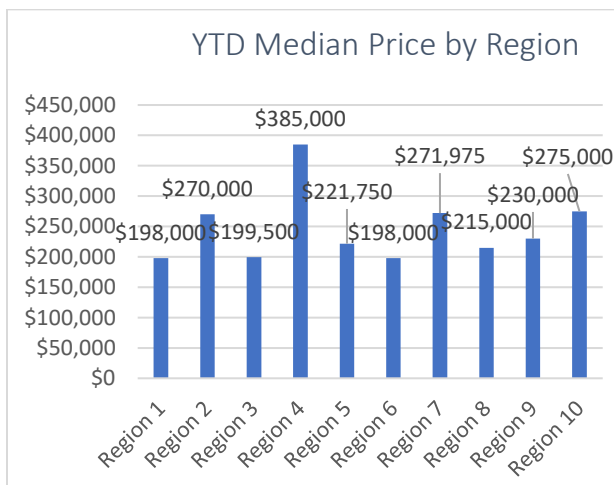
Home Sales:

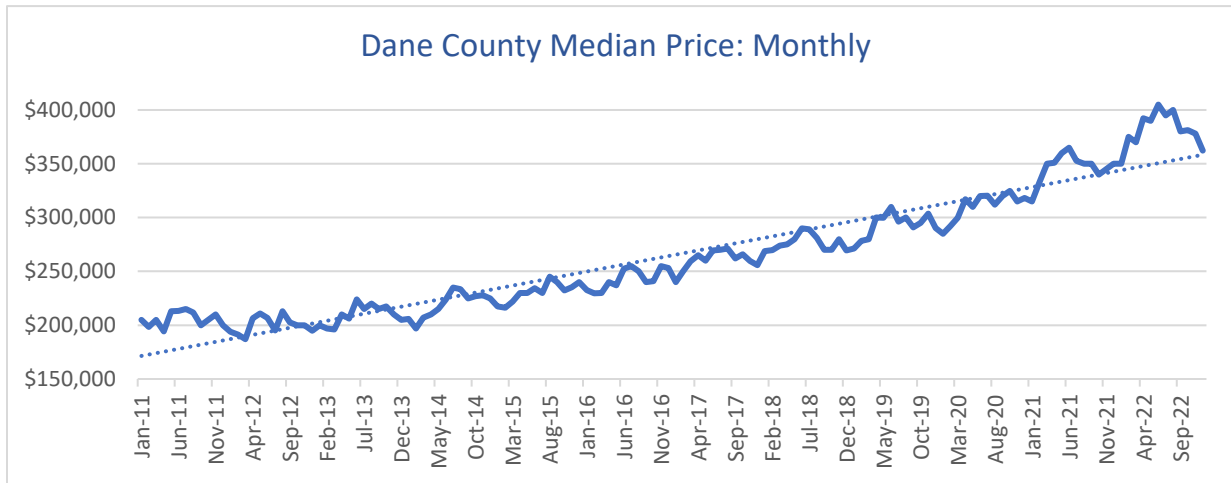
Across the South Central Wisconsin Region (18 counties), the total number of sales were down 15%, from 18,546 in 2021 to 15,765 in 2022. Many agents report that the reduction in sales activity correlates to the 12.7% drop in new listings as sellers delay putting their homes on the market.



Home Prices:

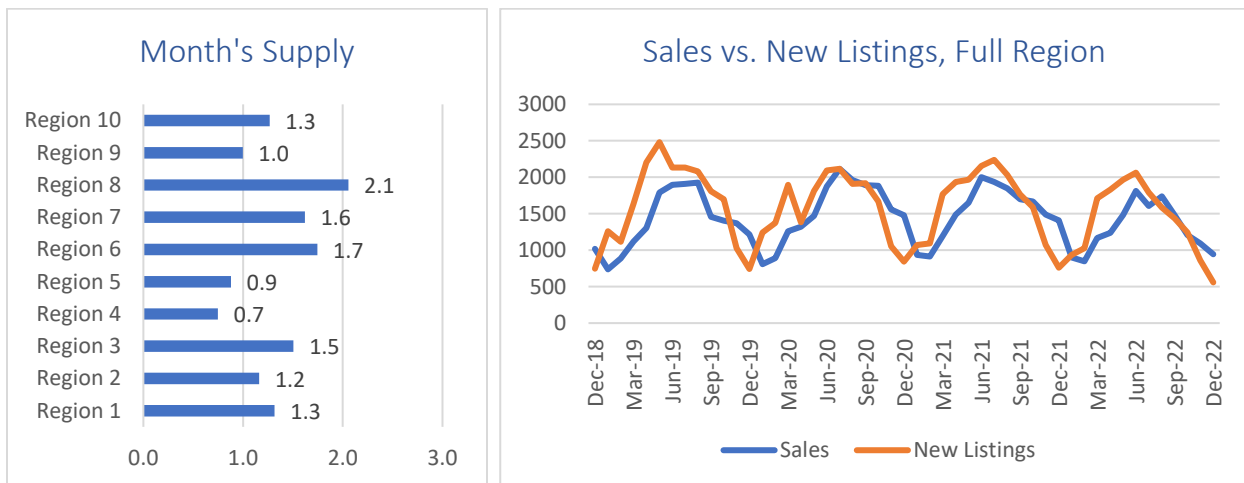
The median sales price continued to increase, adding another 10.9% in 2022. In Dane County, sales of homes in higher price points did soften as interest rates increased, shifting the Median Sales price back under \$400,000 by year end. This doesn't necessarily mean that the value of homes has declined, as the market for homes under \$500,000 remains tight.





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. Through the end of 2022, sales began to overtake new listing activity.



Interest Rates: December 29, 2022, 6.42% for a 30-year fixed

While mortgage rates have resumed their decline, the market remains hypersensitive to rate movements, with purchase demand experiencing large swings relative to small changes in rates. Over the last few weeks latent demand has been on display with buyers jumping in and out of the market as rates move and affect their purchasing power.

Looking Forward:

The increase in interest rates, intended to help slow inflation, has also helped to slow the significant appreciation in home prices. As we look forward, stabilizing interest rates will be vital to create confidence for buyers and sellers in a balanced market.

Conversations surrounding solutions to tight inventory and lack of affordability will continue as private and public entities work to find solutions to issues decades in the making. Evaluating decisions to support home ownership opportunities for all will be a priority going forward.

The housing market will likely remain at more sustainable sales and price increase activity through 2023, putting behind us the pandemic and post-pandemic booms since 2020.

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)

	DECEMBER			JANUARY - DECEMBER		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	50	61	-18.0%	1,510	1,732	-12.8%
# Sales	79	125	-36.8%	1,342	1,575	-14.8%
Average Sale Price	243,373	228,711	6.4%	239,076	220,624	8.4%
Median Sale Price	178,000	195,000	-8.7%	198,000	184,000	7.6%
Total Active Residential Listings	187	190	-1.6%	187	190	-1.6%
COLUMBIA COUNTY						
# New Listings	24	37	-35.1%	749	853	-12.2%
# Sales	46	60	-23.3%	644	815	-21.0%
Average Sale Price	279,972	242,806	15.3%	305,164	284,124	7.4%
Median Sale Price	235,000	244,950	-4.1%	270,000	239,900	12.5%
Total Active Residential Listings	77	60	28.3%	77	60	28.3%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	22	31	-29.0%	680	772	-11.9%
# Sales	45	57	-21.1%	594	647	-8.2%
Average Sale Price	248,979	350,952	-29.1%	257,684	240,780	7.0%
Median Sale Price	210,000	235,000	-10.6%	199,500	180,000	10.8%
Total Active Residential Listings	80	90	-11.1%	80	90	-11.1%
DANE COUNTY						
# New Listings	208	291	-28.5%	7,446	8,674	-14.2%
# Sales	399	639	-37.6%	7,293	8,622	-15.4%
Average Sale Price	420,222	399,196	5.3%	428,679	387,554	10.6%
Median Sale Price	362,250	350,000	3.5%	385,000	350,000	10.0%
Total Active Residential Listings	526	406	29.6%	526	406	29.6%
DODGE COUNTY						
# New Listings	33	53	-37.7%	967	1,165	-17.0%
# Sales	43	90	-52.2%	908	1,079	-15.8%
Average Sale Price	248,894	244,909	1.6%	265,757	245,638	8.2%
Median Sale Price	213,400	209,939	1.6%	221,750	209,000	6.1%
Total Active Residential Listings	77	79	-2.5%	77	79	-2.5%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	39	41	-4.9%	981	1,007	-2.6%
# Sales	61	76	-19.7%	797	904	-11.8%
Average Sale Price	246,162	208,445	18.1%	251,725	225,055	11.9%
Median Sale Price	185,000	168,950	9.5%	198,000	172,500	14.8%
Total Active Residential Listings	130	120	8.3%	130	120	8.3%
GREEN COUNTY						
# New Listings	17	18	-5.6%	459	512	-10.4%
# Sales	22	40	-45.0%	410	469	-12.6%
Average Sale Price	264,781	262,780	0.8%	305,237	261,188	16.9%
Median Sale Price	259,000	213,000	21.6%	271,975	234,000	16.2%
Total Active Residential Listings	63	36	75.0%	63	36	75.0%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	35	39	-10.3%	1,042	1,090	-4.4%
# Sales	54	81	-33.3%	855	963	-11.2%
Average Sale Price	325,049	309,506	5.0%	284,146	268,105	6.0%
Median Sale Price	223,500	210,000	6.4%	215,000	199,900	7.6%
Total Active Residential Listings	165	135	22.2%	165	135	22.2%
ROCK COUNTY						
# New Listings	83	142	-41.5%	2,310	2,707	-14.7%
# Sales	144	182	-20.9%	2,145	2,500	-14.2%
Average Sale Price	257,119	237,963	8.0%	252,870	223,024	13.4%
Median Sale Price	237,812	219,000	8.6%	230,000	200,000	15.0%
Total Active Residential Listings	203	187	8.6%	203	187	8.6%
SAUK COUNTY						
# New Listings	47	45	4.4%	904	1,006	-10.1%
# Sales	50	77	-35.1%	777	972	-20.1%
Average Sale Price	296,581	287,877	3.0%	312,435	270,200	15.6%
Median Sale Price	278,950	250,000	11.6%	275,000	242,750	13.3%
Total Active Residential Listings	101	72	40.3%	101	72	40.3%
18 COUNTY TOTAL						
# New Listings	558	758	-26.4%	17,048	19,518	-12.7%
# Sales	943	1,427	-33.9%	15,765	18,546	-15.0%
Average Sale Price	330,783	320,384	3.2%	342,022	309,810	10.4%
Median Sale Price	289,000	275,000	5.1%	305,000	275,000	10.9%
Total Active Residential Listings	1,609	1,375	17.0%	1,609	1,375	17.0%

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