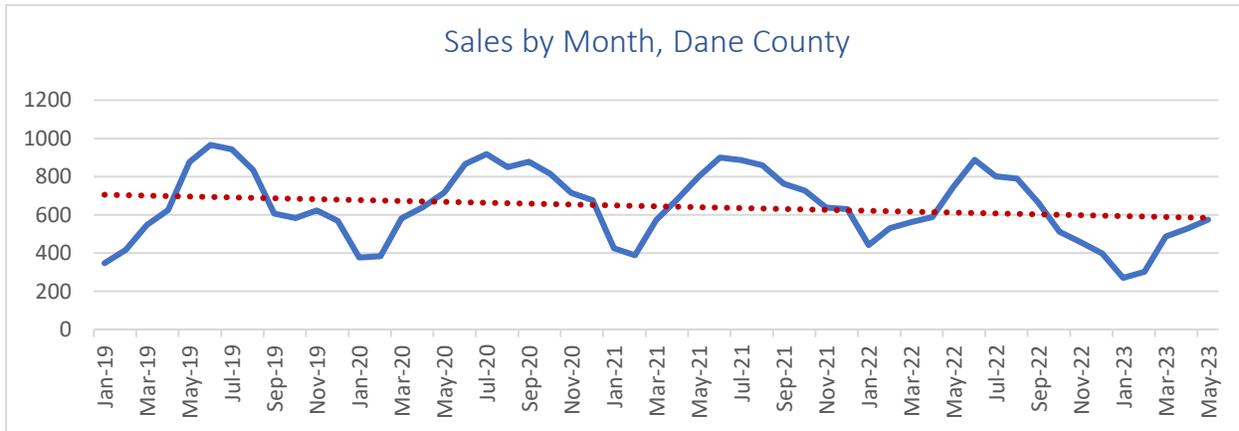
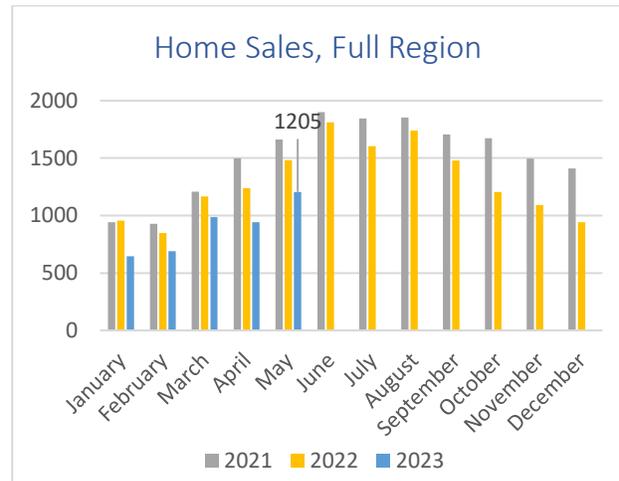
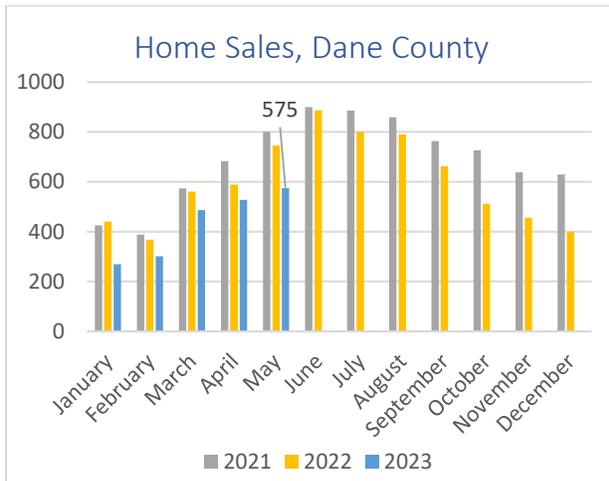


Market Statistics: January-May 2023

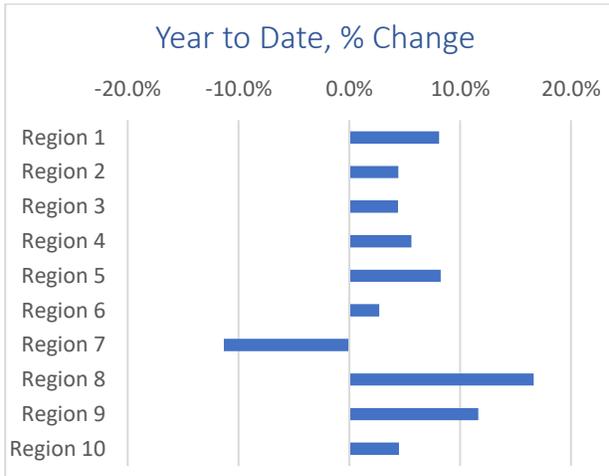
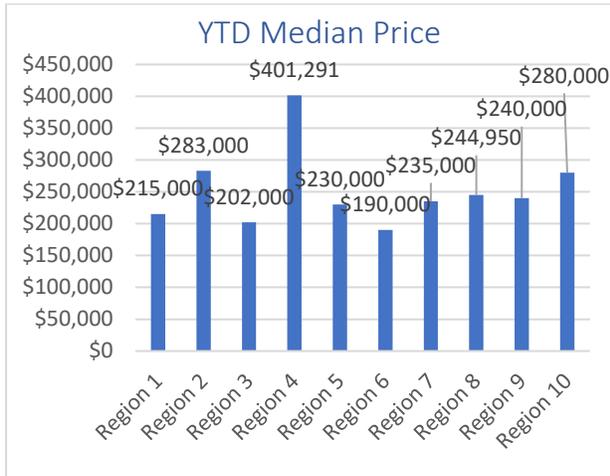
Home Sales:

Sales in RASCW's full region are down 21.7% year to date, and 23.4% in Dane County. This follows a larger trend as seen in the chart below, Sales by Month, Dane County. While we can see sales activity reacting to the seasonal market shifts, the trend line is showing there has been a gradual drop in sales since 2019.



Home Prices:

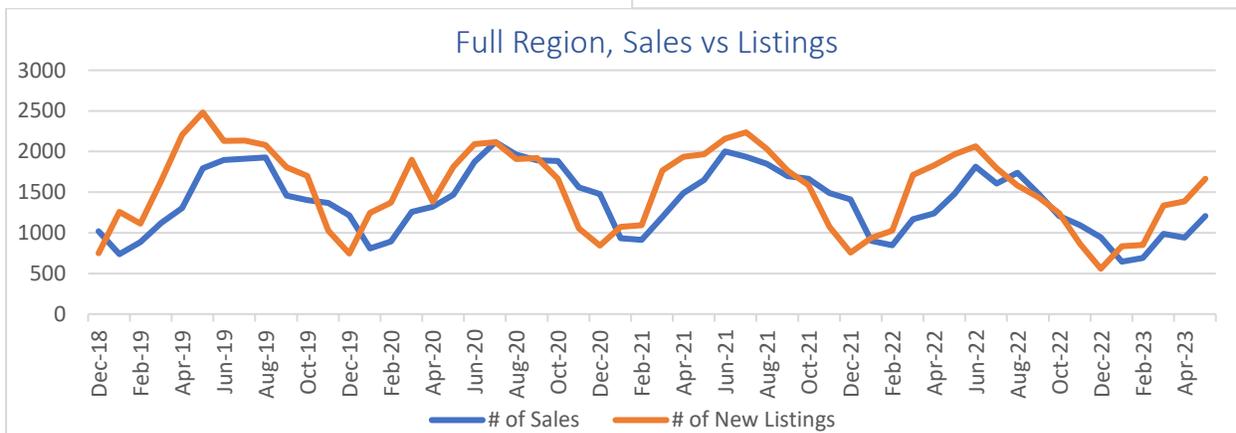
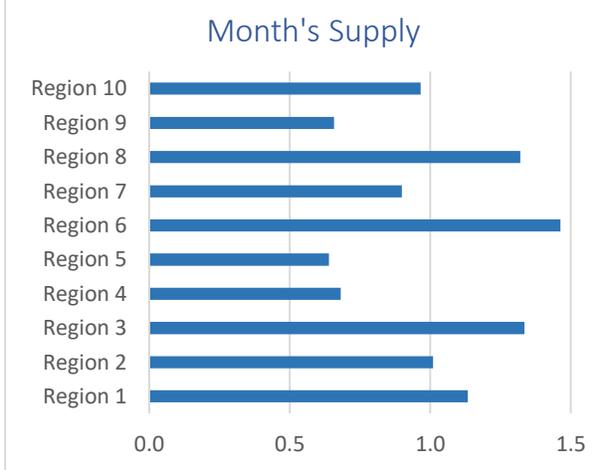
Home prices remain strong, bolstered by lack of inventory. The full region's median sales price is up 6.3%, Dane County 5.6%, with a range between -11.3% and 16.3%.



Inventory:

Inventory remains tight, with under 1.5 months of supply in all areas. This stat calculates the amount of time it would take to sell existing inventory based on past sales pace.

There has been some increase in supply over the last 6 months, as new listings have outpaced sales consistently since January.



Interest Rates: June 1, 2023, 6.57% for a 30-year fixed

Mortgage rates jumped this week, as a buoyant economy has prompted the market to price-in the likelihood of another Federal Reserve rate hike. Although there has been a steady flow of purchase demand around rates in the low to mid six percent range, that demand is likely to weaken as rates approach seven percent.

Legend:

Region 1-Adams, Juneau, Monroe
Region 2-Columbia
Region 3-Crawford, Richland, Vernon
Region 9-Rock
Region 10-Sauk

Region 4-Dane County
Region 5-Dodge
Region 6-Grant, Iowa, Lafayette

Region 7-Green
Region 8-Green Lake, Marquette,
Waushara

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

	MAY			JANUARY - MAY		
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	161	169	-4.7%	526	638	-17.6%
# Sales	99	132	-25.0%	352	503	-30.0%
Average Sale Price	275,474	248,214	11.0%	257,611	238,191	8.2%
Median Sale Price	245,000	210,000	16.7%	215,000	198,865	8.1%
Total Active Residential Listings	161	165	-2.4%	161	165	-2.4%
COLUMBIA COUNTY						
# New Listings	100	71	40.8%	289	298	-3.0%
# Sales	58	54	7.4%	191	202	-5.4%
Average Sale Price	364,642	333,833	9.2%	330,703	310,252	6.6%
Median Sale Price	291,944	290,000	0.7%	283,000	271,000	4.4%
Total Active Residential Listings	67	66	1.5%	67	66	1.5%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	49	77	-36.4%	211	251	-15.9%
# Sales	34	43	-20.9%	169	196	-13.8%
Average Sale Price	243,938	295,533	-17.5%	269,951	297,706	-9.3%
Median Sale Price	208,450	200,000	4.2%	202,000	193,500	4.4%
Total Active Residential Listings	71	86	-17.4%	71	86	-17.4%
DANE COUNTY						
# New Listings	708	906	-21.9%	2,893	3,557	-18.7%
# Sales	575	766	-24.9%	2,084	2,720	-23.4%
Average Sale Price	475,536	438,251	8.5%	451,568	416,766	8.4%
Median Sale Price	420,000	395,000	6.3%	401,291	380,000	5.6%
Total Active Residential Listings	479	474	1.1%	479	474	1.1%
DODGE COUNTY						
# New Listings	98	118	-16.9%	330	417	-20.9%
# Sales	68	78	-12.8%	255	338	-24.6%
Average Sale Price	281,363	266,475	5.6%	264,728	253,087	4.6%
Median Sale Price	244,500	220,000	11.1%	230,000	212,500	8.2%
Total Active Residential Listings	56	61	-8.2%	56	61	-8.2%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	80	84	-4.8%	333	343	-2.9%
# Sales	57	62	-8.1%	240	293	-18.1%
Average Sale Price	257,187	253,101	1.6%	230,982	239,710	-3.6%
Median Sale Price	191,777	201,250	-4.7%	190,000	185,000	2.7%
Total Active Residential Listings	109	91	19.8%	109	91	19.8%
GREEN COUNTY						
# New Listings	51	47	8.5%	175	205	-14.6%
# Sales	38	38	0.0%	140	148	-5.4%
Average Sale Price	309,202	282,901	9.3%	285,209	303,066	-5.9%
Median Sale Price	290,500	260,000	11.7%	235,000	265,000	-11.3%
Total Active Residential Listings	35	43	-18.6%	35	43	-18.6%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	99	123	-19.5%	305	392	-22.2%
# Sales	64	71	-9.9%	228	285	-20.0%
Average Sale Price	414,983	325,760	27.4%	338,940	272,107	24.6%
Median Sale Price	253,000	239,999	5.4%	244,950	210,000	16.6%
Total Active Residential Listings	106	97	9.3%	106	97	9.3%
ROCK COUNTY						
# New Listings	237	268	-11.6%	847	989	-14.4%
# Sales	150	193	-22.3%	630	774	-18.6%
Average Sale Price	271,641	255,562	6.3%	255,530	236,807	7.9%
Median Sale Price	260,000	244,000	6.6%	240,000	215,000	11.6%
Total Active Residential Listings	134	169	-20.7%	134	169	-20.7%
SAUK COUNTY						
# New Listings	83	105	-21.0%	291	377	-22.8%
# Sales	62	80	-22.5%	215	295	-27.1%
Average Sale Price	360,571	317,270	13.6%	327,745	300,377	9.1%
Median Sale Price	322,500	299,000	7.9%	280,000	268,000	4.5%
Total Active Residential Listings	77	67	14.9%	77	67	14.9%
18 COUNTY TOTAL						
# New Listings	1,666	1,968	-15.3%	6,200	7,467	-17.0%
# Sales	1,205	1,517	-20.6%	4,504	5,754	-21.7%
Average Sale Price	386,183	358,774	7.6%	357,933	334,466	7.0%
Median Sale Price	346,000	320,000	8.1%	319,000	300,000	6.3%
Total Active Residential Listings	1,295	1,319	-1.8%	1,295	1,319	-1.8%

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