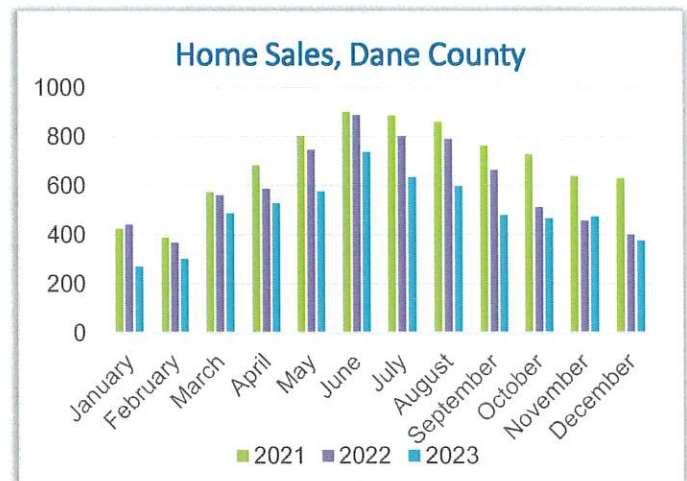
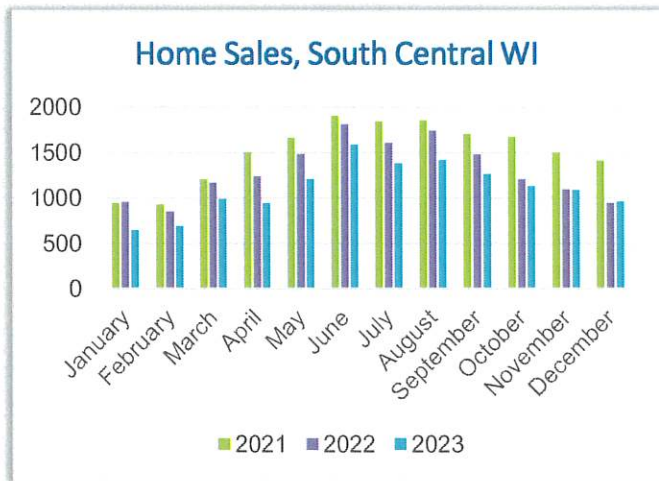


Market Statistics: January – December 2023

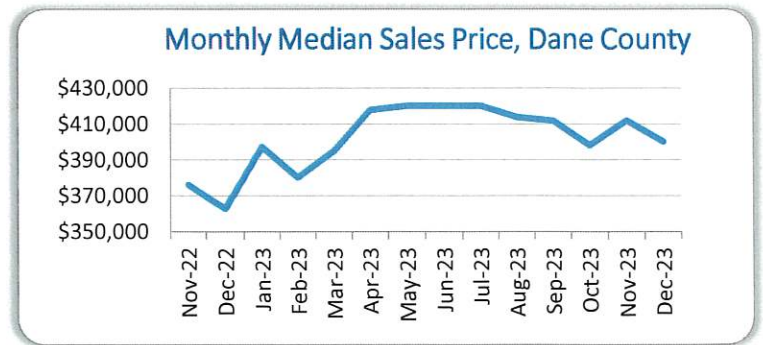
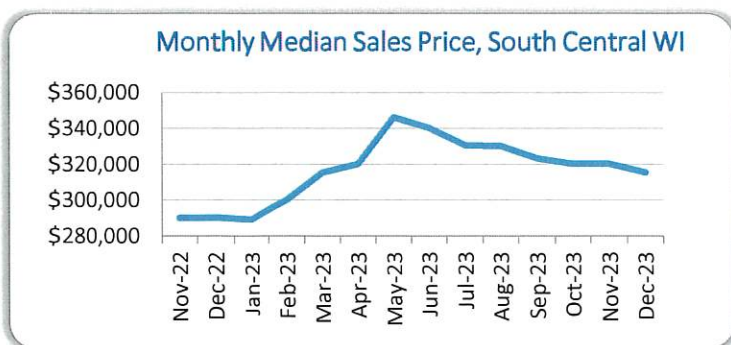
Home Sales:

December home sales in South Central Wisconsin* inched slightly ahead of December 2022 sales. While the increase was less than 1%, December was the only month in 2023 resulting in a positive comparison. January through September each posted double-digit decreases while October and November saw single-digit decreases as compared to the same month in 2022. While Dane County followed a similar pattern, November slightly surpassed November of 2022, but December fell short, and ended 6.5% lower than December of 2022.



Home Prices:

The December median sale price for homes in South Central Wisconsin* closed out the year at \$315,000. This is up \$25,100, or 8.7%, as compared to December of 2022. Dane County ended the year with a December median sale price of \$399,900. This is up \$37,200, or 10.3%, as compared to December of 2022. While the December 2023 median sales price is higher than the start of the year, it is down from the high point in May of \$346,000 for the South Central Wisconsin region* and in May and June of \$420,000 for Dane County.



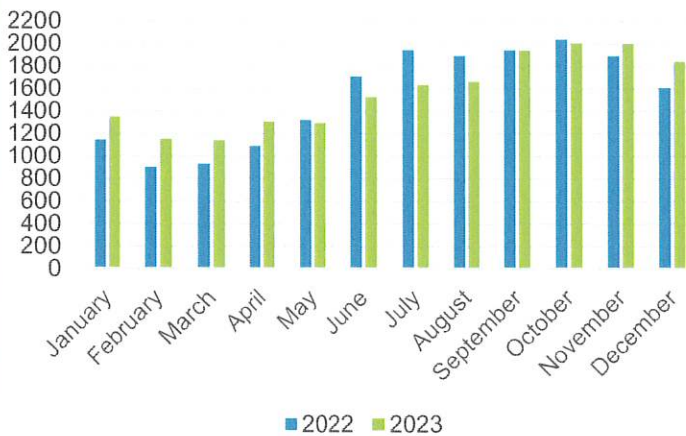
* South Central WI Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon, Waushara



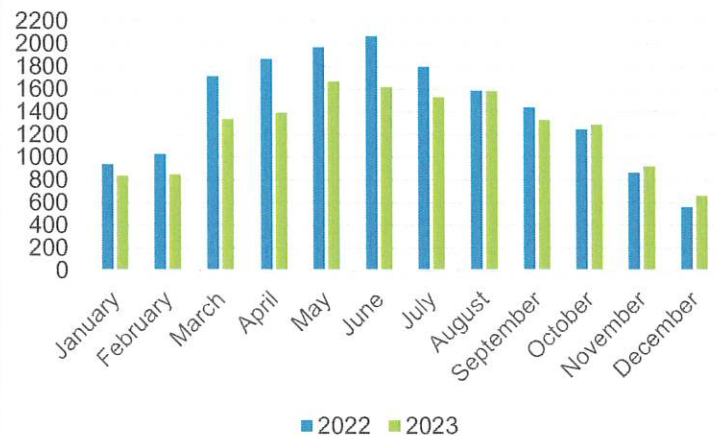
Inventory/Supply:

Finally, some hopeful news for inventory! For the second month in a row, both newly listed homes and available inventory in South Central Wisconsin* were at levels higher than November and December of 2022. In fact, December 2023 posted a double-digit increase of 17.7% for newly listed homes, and 14.5% for available homes as compared to December of 2022. While it remains a strong seller's market, any increase in inventory is welcome news for buyers experiencing limited choices and intense competition.

Active Inventory, South Central WI



New Inventory, South Central WI



*South Central WI Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon, Waushara



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

	DECEMBER			JANUARY - DECEMBER		
ADAMS / JUNEAU / MONROE	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	67	50	34.0%	1,450	1,510	-4.0%
# Sales	92	80	15.0%	1,188	1,345	-11.7%
Average Sale Price	247,618	242,331	2.2%	270,313	238,740	13.2%
Median Sale Price	220,000	176,325	24.8%	223,000	197,500	12.9%
Total Active Residential Listings	241	187	28.9%	241	187	28.9%
COLUMBIA COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	28	24	16.7%	727	749	-2.9%
# Sales	57	46	23.9%	612	646	-5.3%
Average Sale Price	346,133	279,972	23.6%	343,753	305,388	12.6%
Median Sale Price	299,900	235,000	27.6%	295,000	270,000	9.3%
Total Active Residential Listings	98	77	27.3%	98	77	27.3%
CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	30	22	36.4%	608	680	-10.6%
# Sales	48	46	4.3%	516	597	-13.6%
Average Sale Price	262,827	250,958	4.7%	274,519	257,495	6.6%
Median Sale Price	215,000	214,500	0.2%	217,250	200,000	8.6%
Total Active Residential Listings	110	80	37.5%	110	80	37.5%
DANE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	227	208	9.1%	6,279	7,446	-15.7%
# Sales	376	402	-6.5%	5,910	7,313	-19.2%
Average Sale Price	439,329	421,191	4.3%	460,961	428,600	7.6%
Median Sale Price	399,900	362,700	10.3%	409,900	385,000	6.5%
Total Active Residential Listings	574	526	9.1%	574	526	9.1%
DODGE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	45	33	36.4%	891	967	-7.9%
# Sales	77	43	79.1%	795	909	-12.5%
Average Sale Price	270,529	248,894	8.7%	283,867	265,725	6.8%
Median Sale Price	250,000	213,400	17.2%	255,000	222,500	14.6%
Total Active Residential Listings	102	77	32.5%	102	77	32.5%
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	39	39	0.0%	858	981	-12.5%
# Sales	47	63	-25.4%	746	801	-6.9%
Average Sale Price	241,402	246,284	-2.0%	247,707	251,724	-1.6%
Median Sale Price	195,000	200,000	-2.5%	205,000	198,000	3.5%
Total Active Residential Listings	127	130	-2.3%	127	130	-2.3%
GREEN COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	23	17	35.3%	414	459	-9.8%
# Sales	26	23	13.0%	371	412	-10.0%
Average Sale Price	303,976	254,986	19.2%	303,385	304,359	-0.3%
Median Sale Price	240,000	256,000	-6.3%	255,000	271,000	-5.9%
Total Active Residential Listings	50	63	-20.6%	50	63	-20.6%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	45	35	28.6%	916	1,042	-12.1%
# Sales	52	53	-1.9%	747	855	-12.6%
Average Sale Price	314,810	330,238	-4.7%	316,310	284,245	11.3%
Median Sale Price	235,000	227,000	3.5%	230,000	215,000	7.0%
Total Active Residential Listings	157	165	-4.8%	157	165	-4.8%
ROCK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	94	83	13.3%	2,145	2,310	-7.1%
# Sales	136	145	-6.2%	1,875	2,149	-12.8%
Average Sale Price	274,284	255,952	7.2%	268,101	252,755	6.1%
Median Sale Price	234,750	235,725	-0.4%	250,000	230,000	8.7%
Total Active Residential Listings	242	203	19.2%	242	203	19.2%
SAUK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	59	47	25.5%	846	904	-6.4%
# Sales	48	50	-4.0%	691	776	-11.0%
Average Sale Price	323,508	296,581	9.1%	322,477	312,587	3.2%
Median Sale Price	295,000	278,950	5.8%	289,000	275,000	5.1%
Total Active Residential Listings	141	101	39.6%	141	101	39.6%
18 COUNTY TOTAL	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	657	558	17.7%	15,134	17,048	-11.2%
# Sales	959	951	0.8%	13,451	15,803	-14.9%
Average Sale Price	343,686	330,868	3.9%	362,966	341,948	6.1%
Median Sale Price	315,000	289,900	8.7%	325,000	304,900	6.6%
Total Active Residential Listings	1,842	1,609	14.5%	1,842	1,609	14.5%

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