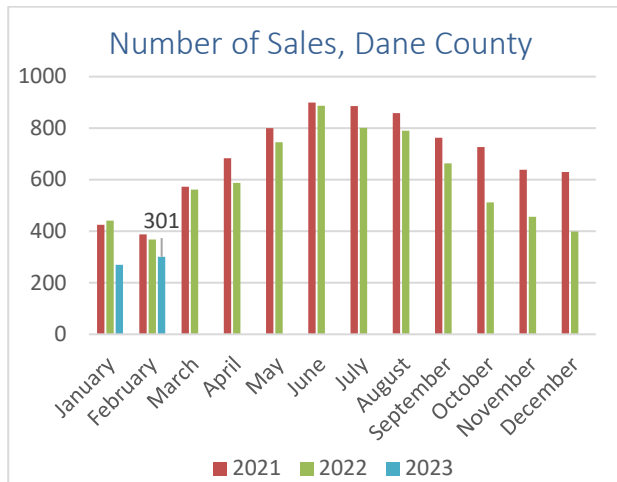
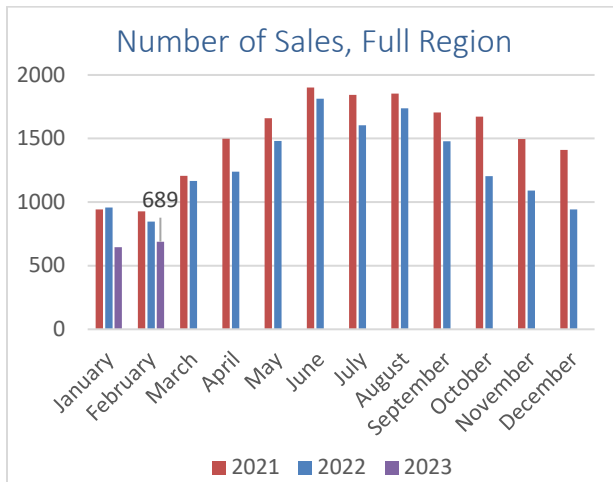


Market Statistics: January-February 2023

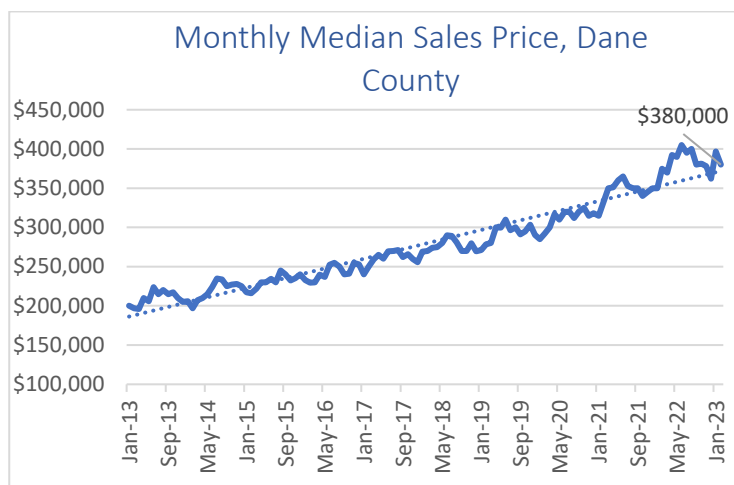
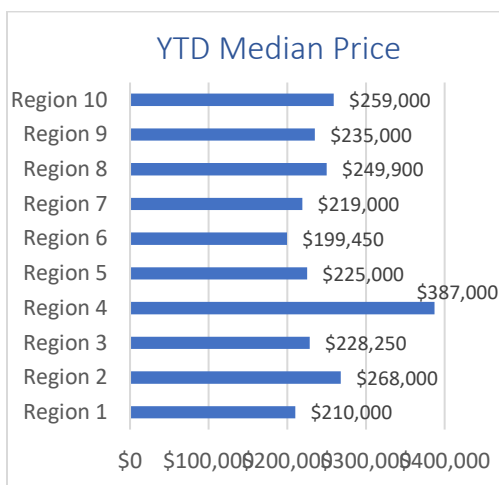
Home Sales:

Sales activity continues to lag the post pandemic years. Dane County mirrors the decrease experienced through the region. In the first two months of the year, the number of sales is down approximately 25% from 2022.



Home Prices:

The median home price remains high, although growth has slowed.



Inventory:

Interest Rates: March 2, 2023, 3.65% for a 30-year fixed

As we started the year, the 30-year fixed-rate mortgage decreased with expectations of lower economic growth, inflation and a loosening of monetary policy. However, given sustained economic growth and continued inflation, mortgage rates boomeranged and are inching up toward seven percent. Lower mortgage rates back in January brought buyers back into the market. Now that rates are moving up, affordability is hindered and making it difficult for potential buyers to act, particularly for repeat buyers with existing mortgages at less than half of current rates.

Going Forward

If rates stabilize as predicted, activity in the market is expected to increase slightly, although not to the extent of 2020-2022. Inventory shortages will likely bolster housing prices through this year, resulting in increases overall.

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)

	FEBRUARY			JANUARY - FEBRUARY		
ADAMS / JUNEAU / MONROE	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	69	91	-24.2%	129	169	-23.7%
# Sales	56	85	-34.1%	103	166	-38.0%
Average Sale Price	272,605	233,146	16.9%	254,731	231,707	9.9%
Median Sale Price	224,500	190,000	18.2%	210,000	189,750	10.7%
Total Active Residential Listings	133	129	3.1%	133	129	3.1%
COLUMBIA COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	39	34	14.7%	70	65	7.7%
# Sales	20	24	-16.7%	45	58	-22.4%
Average Sale Price	268,020	290,245	-7.7%	329,717	291,662	13.0%
Median Sale Price	262,500	242,000	8.5%	268,000	247,000	8.5%
Total Active Residential Listings	58	38	52.6%	58	38	52.6%
CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	39	28	39.3%	80	58	37.9%
# Sales	26	30	-13.3%	54	61	-11.5%
Average Sale Price	336,861	429,266	-21.5%	318,159	345,120	-7.8%
Median Sale Price	277,000	245,000	13.1%	228,250	212,000	7.7%
Total Active Residential Listings	65	62	4.8%	65	62	4.8%
DANE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	414	528	-21.6%	798	969	-17.6%
# Sales	301	378	-20.4%	573	780	-26.5%
Average Sale Price	416,789	397,753	4.8%	422,896	390,078	8.4%
Median Sale Price	380,000	375,750	1.1%	387,000	361,500	7.1%
Total Active Residential Listings	407	259	57.1%	407	259	57.1%
DODGE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	41	50	-18.0%	90	104	-13.5%
# Sales	38	62	-38.7%	84	142	-40.8%
Average Sale Price	248,612	255,033	-2.5%	258,979	248,545	4.2%
Median Sale Price	226,000	207,000	9.2%	225,000	196,500	14.5%
Total Active Residential Listings	55	34	61.8%	55	34	61.8%
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	43	44	-2.3%	98	88	11.4%
# Sales	39	47	-17.0%	76	95	-20.0%
Average Sale Price	224,260	237,374	-5.5%	224,025	245,214	-8.6%
Median Sale Price	240,000	172,000	39.5%	199,450	180,000	10.8%
Total Active Residential Listings	99	90	10.0%	99	90	10.0%
GREEN COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	25	24	4.2%	43	63	-31.7%
# Sales	26	19	36.8%	45	44	2.3%
Average Sale Price	259,694	280,372	-7.4%	233,767	306,900	-23.8%
Median Sale Price	235,000	270,000	-13.0%	219,000	291,000	-24.7%
Total Active Residential Listings	27	31	-12.9%	27	31	-12.9%
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	30	55	-45.5%	73	103	-29.1%
# Sales	37	49	-24.5%	71	88	-19.3%
Average Sale Price	326,241	268,151	21.7%	269,103	273,803	-1.7%
Median Sale Price	267,000	175,000	52.6%	249,900	199,350	25.4%
Total Active Residential Listings	107	86	24.4%	107	86	24.4%
ROCK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	112	125	-10.4%	230	247	-6.9%
# Sales	94	124	-24.2%	206	268	-23.1%
Average Sale Price	233,856	236,792	-1.2%	238,112	225,428	5.6%
Median Sale Price	222,000	195,500	13.6%	235,000	195,000	20.5%
Total Active Residential Listings	129	120	7.5%	129	120	7.5%
SAUK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	37	48	-22.9%	74	97	-23.7%
# Sales	52	43	20.9%	83	83	0.0%
Average Sale Price	276,843	241,504	14.6%	307,238	247,582	24.1%
Median Sale Price	257,500	230,000	12.0%	259,000	230,000	12.6%
Total Active Residential Listings	72	51	41.2%	72	51	41.2%
18 COUNTY TOTAL	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	849	1,027	-17.3%	1,685	1,963	-14.2%
# Sales	689	861	-20.0%	1,340	1,785	-24.9%
Average Sale Price	331,252	319,621	3.6%	330,994	312,518	5.9%
Median Sale Price	300,000	268,848	11.6%	294,500	265,000	11.1%
Total Active Residential Listings	1,152	900	28.0%	1,152	900	28.0%

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