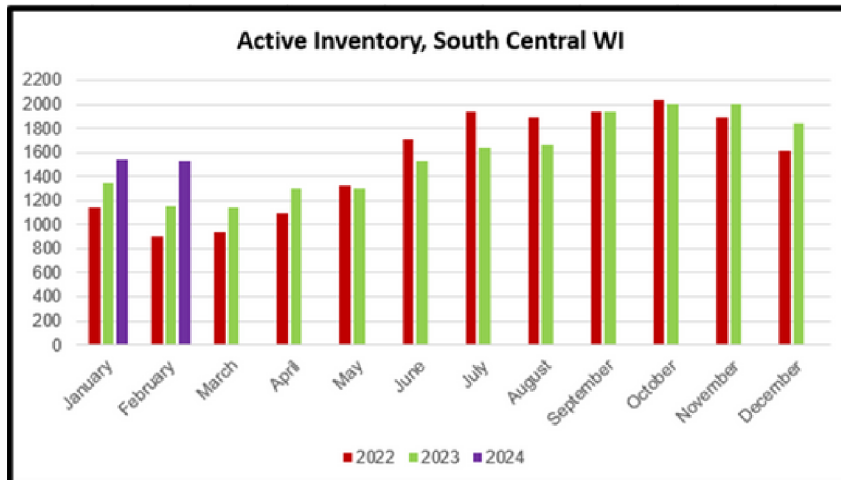
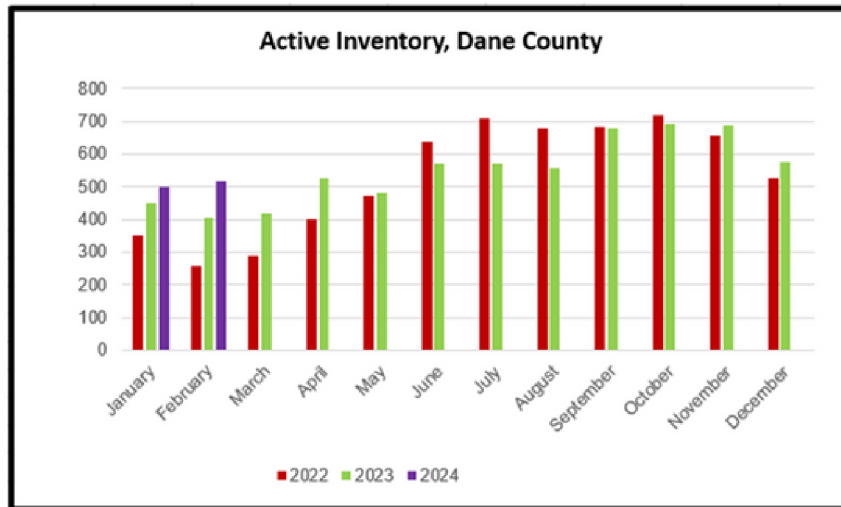


Market Statistics: February 2024

Inventory/Supply:

Up, up and up! For the fourth month in a row, both newly listed homes and available homes for sale in Dane County and in the entire South Central Wisconsin area* surpassed levels recorded the same month a year ago. At the end of February, there were 518 homes for sale in Dane County and 1,532 homes for sale in South Central Wisconsin*. These numbers are 27.3% higher for Dane County and 33% higher for South Central Wisconsin* than in February of 2023.



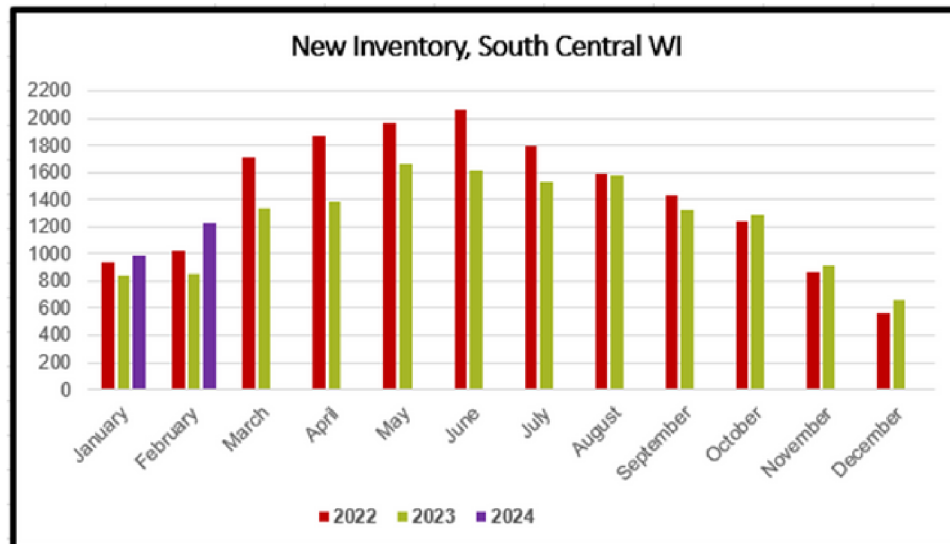
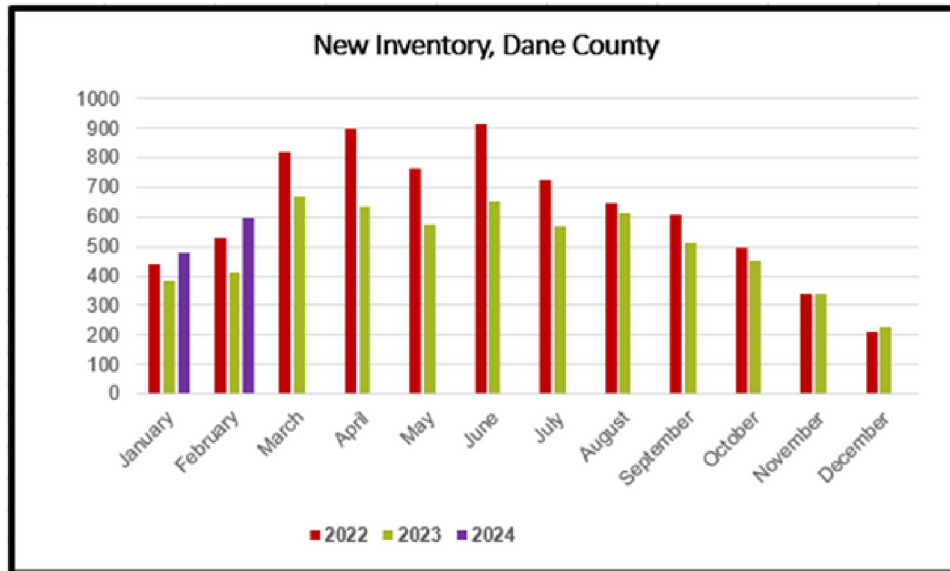
*South Central Wisconsin Area: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties



New Listings:

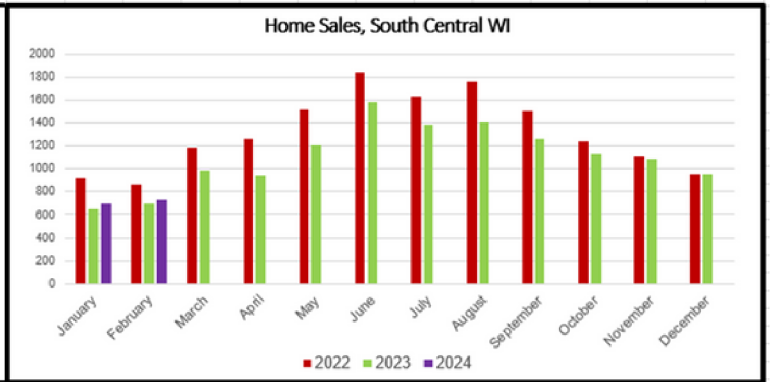
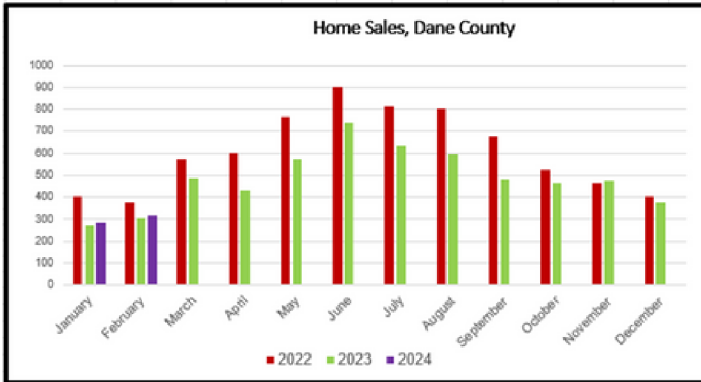
Just shy of 600 new Dane County listings hit the market in February of 2024, which was 44% more than in February of 2023. South Central Wisconsin* saw 1,232 new listings in February, which was 45% higher than February last year.

The spring market typically heats up in March, bringing an influx of new listings. Time will tell if the February increase is an early start brought on by warmer than average temperatures, or if it is a prelude to a very welcomed sustained increase in choices for home buyers.



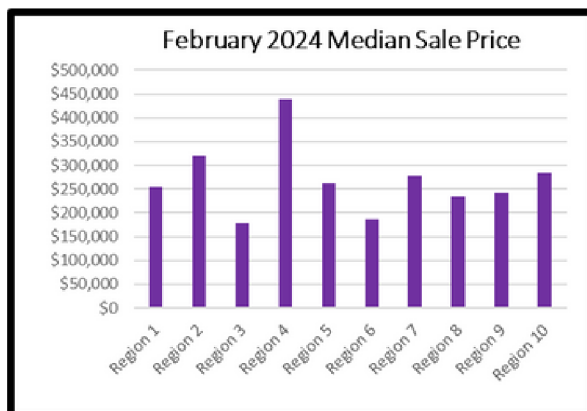
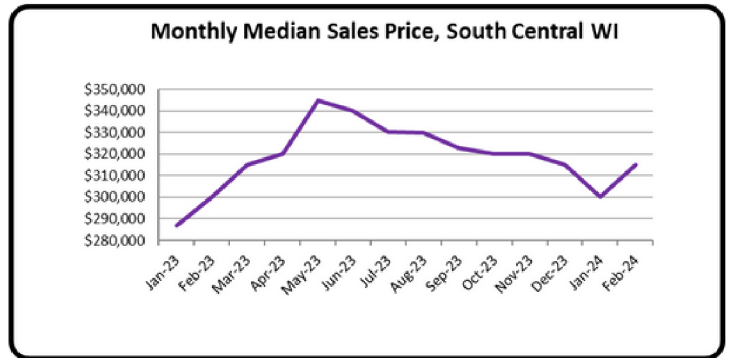
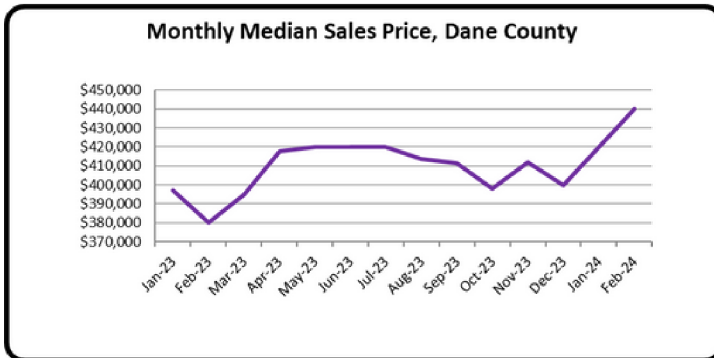
Home Sales:

Home sales in February were also up when compared to February last year. Dane County saw an increase of 3.9% compared to last February, and home sales in South Central Wisconsin* were up 5.8%.



Home Prices:

The median sale price for Dane County homes sold in February jumped to a record \$440,000, which is an increase of 15.8% over last February. South Central Wisconsin* posted a 5% increase over last February with a median sale price of \$315,000.



South Central Wisconsin County Regions:

- Region 1 – Adams, Juneau, Monroe
- Region 2 – Columbia
- Region 3 – Crawford, Richland, Vernon
- Region 4 – Dane
- 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>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	99	69	43.5%	184	129	42.6%
# Sales	62	56	10.7%	124	104	19.2%
Average Sale Price	283,878	272,605	4.1%	263,525	253,637	3.9%
Median Sale Price	253,500	224,500	12.9%	235,000	210,000	11.9%
Total Active Residential Listings	215	133	61.7%	215	133	61.7%
COLUMBIA COUNTY	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	47	39	20.5%	82	70	17.1%
# Sales	21	20	5.0%	53	47	12.8%
Average Sale Price	350,685	268,020	30.8%	335,242	317,878	5.5%
Median Sale Price	319,900	262,500	21.9%	305,000	265,000	15.1%
Total Active Residential Listings	67	58	15.5%	67	58	15.5%
CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	40	39	2.6%	67	80	-16.3%
# Sales	26	26	0.0%	44	55	-20.0%
Average Sale Price	244,842	336,861	-27.3%	233,128	313,865	-25.7%
Median Sale Price	178,500	277,000	-35.6%	185,000	226,600	-18.4%
Total Active Residential Listings	88	65	35.4%	88	65	35.4%
DANE COUNTY	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	598	414	44.4%	1,078	798	35.1%
# Sales	317	305	3.9%	604	579	4.3%
Average Sale Price	457,038	418,582	9.2%	453,439	425,464	6.6%
Median Sale Price	440,000	380,000	15.8%	429,950	389,900	10.3%
Total Active Residential Listings	518	407	27.3%	518	407	27.3%
DODGE COUNTY	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	50	41	22.0%	97	90	7.8%
# Sales	48	39	23.1%	99	86	15.1%
Average Sale Price	264,038	250,135	5.6%	262,959	258,457	1.7%
Median Sale Price	262,500	227,000	15.6%	255,000	225,000	13.3%
Total Active Residential Listings	69	55	25.5%	69	55	25.5%
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	43	43	0.0%	88	98	-10.2%
# Sales	44	39	12.8%	90	76	18.4%
Average Sale Price	208,140	224,260	-7.2%	275,200	224,025	22.8%
Median Sale Price	187,750	240,000	-21.8%	213,500	199,450	7.0%
Total Active Residential Listings	95	99	-4.0%	95	99	-4.0%
GREEN COUNTY	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	36	25	44.0%	63	43	46.5%
# Sales	21	26	-19.2%	45	45	0.0%
Average Sale Price	312,981	259,694	20.5%	305,690	233,767	30.8%
Median Sale Price	277,900	235,000	18.3%	256,800	219,000	17.3%
Total Active Residential Listings	29	27	7.4%	29	27	7.4%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	82	30	173.3%	151	73	106.8%
# Sales	45	37	21.6%	88	72	22.2%
Average Sale Price	239,927	326,241	-26.5%	250,626	271,924	-7.8%
Median Sale Price	235,000	267,000	-12.0%	225,000	250,000	-10.0%
Total Active Residential Listings	141	107	31.8%	141	107	31.8%
ROCK COUNTY	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	177	112	58.0%	313	230	36.1%
# Sales	111	94	18.1%	218	207	5.3%
Average Sale Price	241,560	233,856	3.3%	248,288	237,471	4.6%
Median Sale Price	242,500	222,000	9.2%	240,000	235,000	2.1%
Total Active Residential Listings	191	129	48.1%	191	129	48.1%
SAUK COUNTY	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	60	37	62.2%	98	74	32.4%
# Sales	39	52	-25.0%	79	83	-4.8%
Average Sale Price	335,659	276,843	21.2%	340,397	307,238	10.8%
Median Sale Price	285,000	257,500	10.7%	299,000	259,000	15.4%
Total Active Residential Listings	119	72	65.3%	119	72	65.3%
18 COUNTY TOTAL	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
# New Listings	1,232	849	45.1%	2,221	1,685	31.8%
# Sales	734	694	5.8%	1,444	1,354	6.6%
Average Sale Price	347,843	332,468	4.6%	347,791	331,394	4.9%
Median Sale Price	315,000	300,000	5.0%	308,500	294,500	4.8%
Total Active Residential Listings	1,532	1,152	33.0%	1,532	1,152	33.0%

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