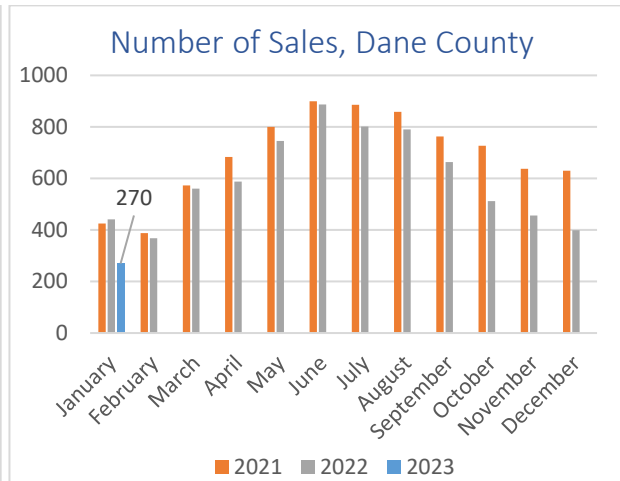
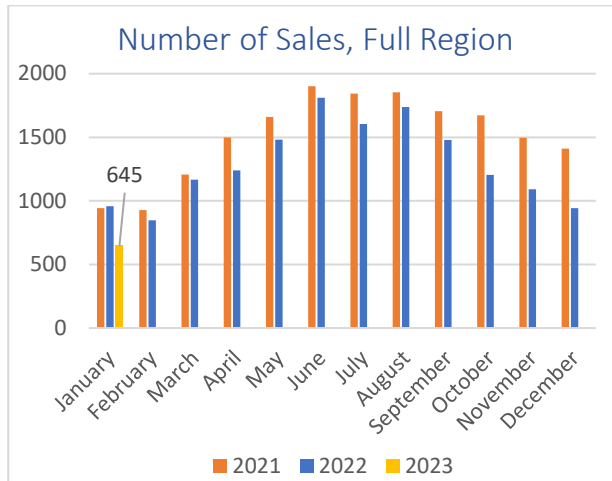


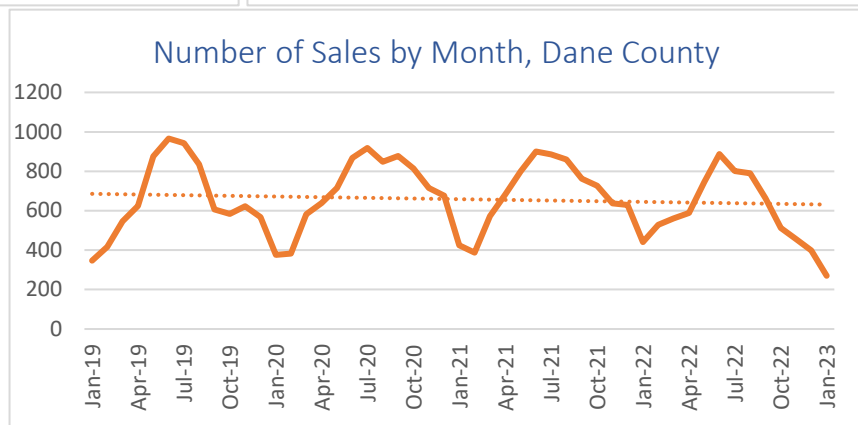
Market Statistics: January 2023

Home Sales:



Sales in 2023 remain stunted when compared to the January sales figures in the previous two years. In Dane County they were down 61% from January of 2022.

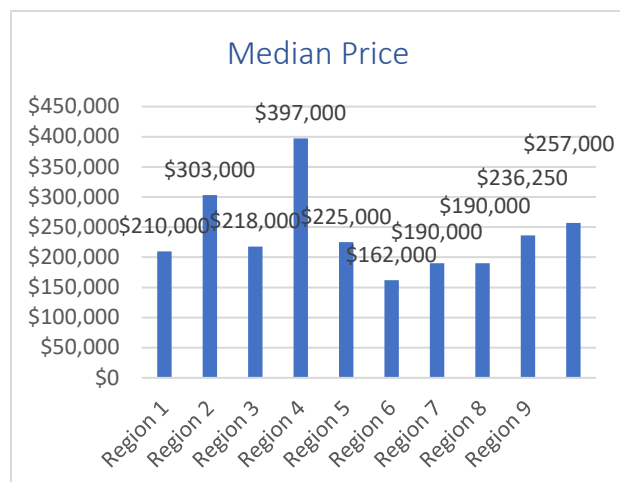
As you can see from the chart to the right, the trend overall is a drop in sales due to lack of inventory.



Home Prices:

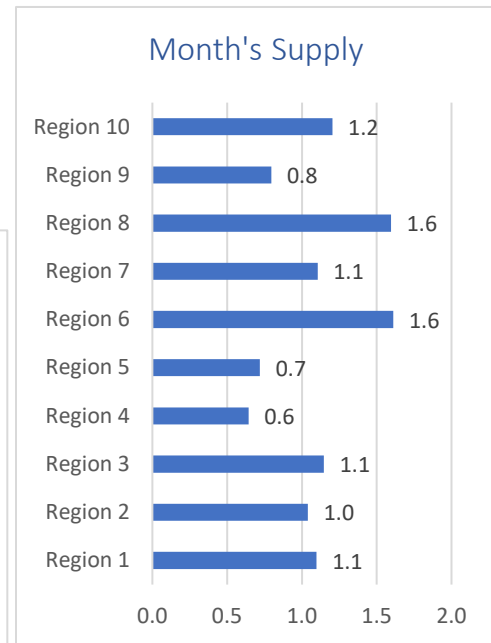
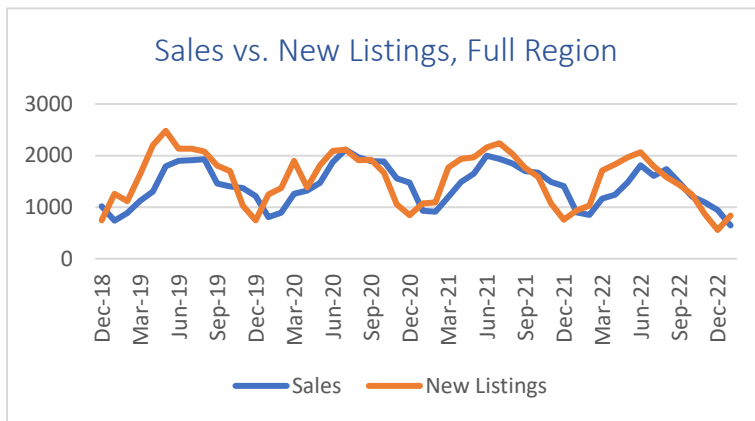
Home prices continue to increase, although the increase is more stable than in previous months.

Dane County's median sales price experienced a quick rebound, from a low of \$362,250 in December to \$397,000 in January.



Inventory:

January listings outpaced sales for the first time in five months, perhaps showing some signs of a spring thaw in the housing market. Even with that shift, supply remains below 2 months of inventory.



Interest Rates: January 26, 2022, 6.13% for a 30-year fixed

Although the Federal Reserve raised interest rates even further, mortgage rates continued to move down. While there weren't any big surprises from the Federal Reserve's adjustments, it seems that the market had already priced in the recent rate increase. With the Fed switching to smaller rate hikes, mortgage rates will likely be less impacted by the Fed's rate increases in the following months.

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)

	JANUARY			YTD
ADAMS / JUNEAU / MONROE	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	60	78	-23.1%	
# Sales	47	81	-42.0%	
Average Sale Price	233,434	230,198	1.4%	
Median Sale Price	210,000	187,500	12.0%	
Total Active Residential Listings	156	170	-8.2%	
COLUMBIA COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	31	31	0.0%	
# Sales	25	34	-26.5%	
Average Sale Price	379,076	292,663	29.5%	
Median Sale Price	303,000	247,000	22.7%	
Total Active Residential Listings	69	47	46.8%	
CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	41	30	36.7%	
# Sales	27	31	-12.9%	
Average Sale Price	304,711	263,688	15.6%	
Median Sale Price	218,000	169,900	28.3%	
Total Active Residential Listings	61	67	-9.0%	
DANE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	384	441	-12.9%	
# Sales	270	402	-32.8%	
Average Sale Price	430,198	382,861	12.4%	
Median Sale Price	397,000	348,950	13.8%	
Total Active Residential Listings	452	351	28.8%	
DODGE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	49	54	-9.3%	
# Sales	45	80	-43.8%	
Average Sale Price	270,138	243,516	10.9%	
Median Sale Price	225,000	194,250	15.8%	
Total Active Residential Listings	63	53	18.9%	
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	55	44	25.0%	
# Sales	36	48	-25.0%	
Average Sale Price	224,022	252,891	-11.4%	
Median Sale Price	162,000	216,250	-25.1%	
Total Active Residential Listings	120	108	11.1%	
GREEN COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	18	39	-53.8%	
# Sales	19	25	-24.0%	
Average Sale Price	198,289	327,062	-39.4%	
Median Sale Price	190,000	313,000	-39.3%	
Total Active Residential Listings	43	29	48.3%	
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	43	48	-10.4%	
# Sales	34	39	-12.8%	
Average Sale Price	206,923	280,906	-26.3%	
Median Sale Price	190,000	220,000	-13.6%	
Total Active Residential Listings	128	119	7.6%	
ROCK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	118	122	-3.3%	
# Sales	112	144	-22.2%	
Average Sale Price	241,683	215,643	12.1%	
Median Sale Price	236,250	188,000	25.7%	
Total Active Residential Listings	162	146	11.0%	
SAUK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	37	49	-24.5%	
# Sales	30	40	-25.0%	
Average Sale Price	353,430	254,116	39.1%	
Median Sale Price	257,000	225,000	14.2%	
Total Active Residential Listings	96	54	77.8%	
18 COUNTY TOTAL	<u>2023</u>	<u>2022</u>	<u>Change</u>	
# New Listings	836	936	-10.7%	
# Sales	645	924	-30.2%	
Average Sale Price	330,783	320,384	3.2%	
Median Sale Price	289,000	275,000	5.1%	
Total Active Residential Listings	1,350	1,144	18.0%	

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