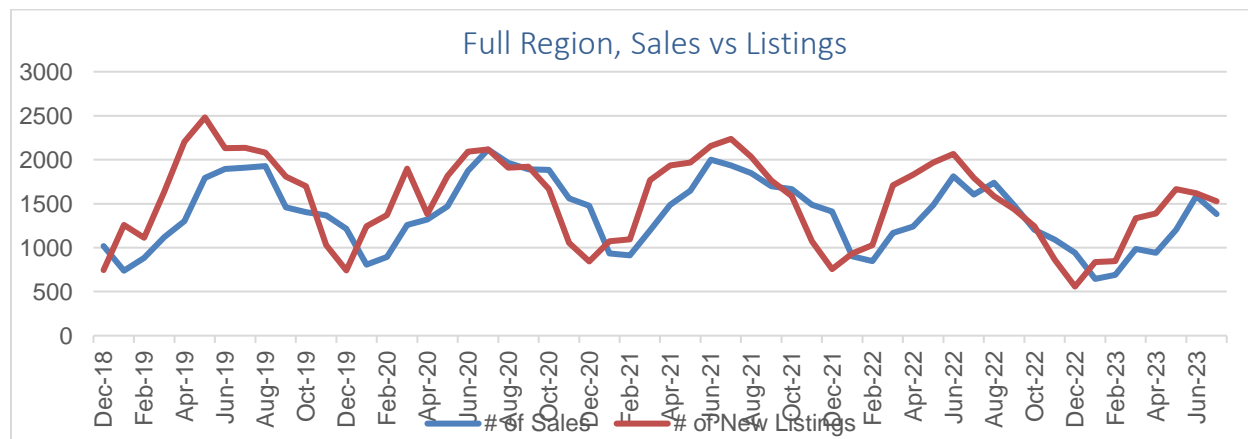
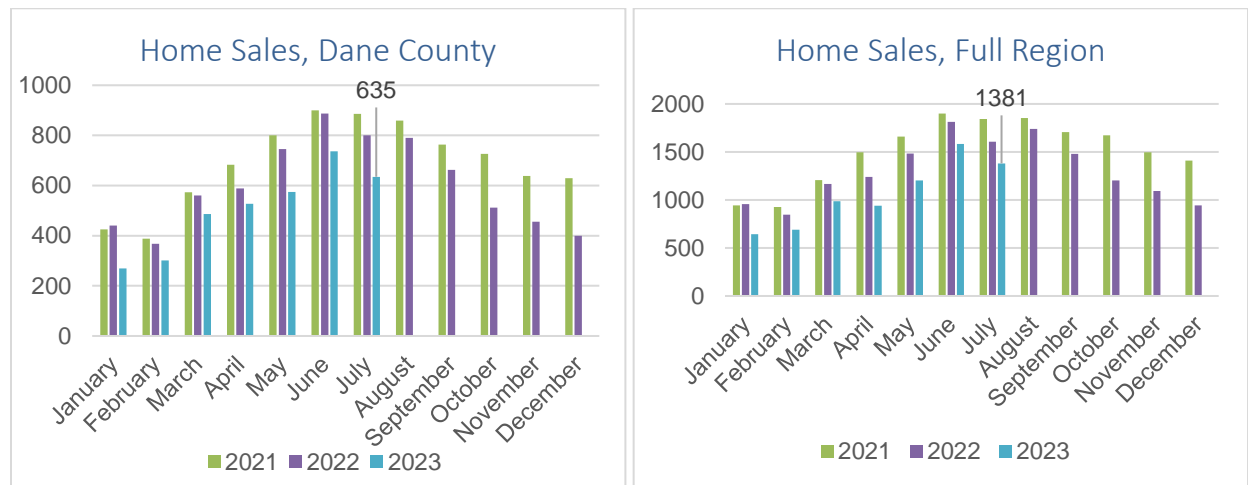


Market Statistics: January-July 2023

Home Sales:

Home sales in July while higher than the spring market, still lagged behind the same time period in previous years. For the full region, sales of 1,381 are down 13.9% from 1,605 in 2022. July's seasonal increase in sales resulted in the number of sales almost catching up with the number of new listings for the second month in a row, stabilizing inventory.

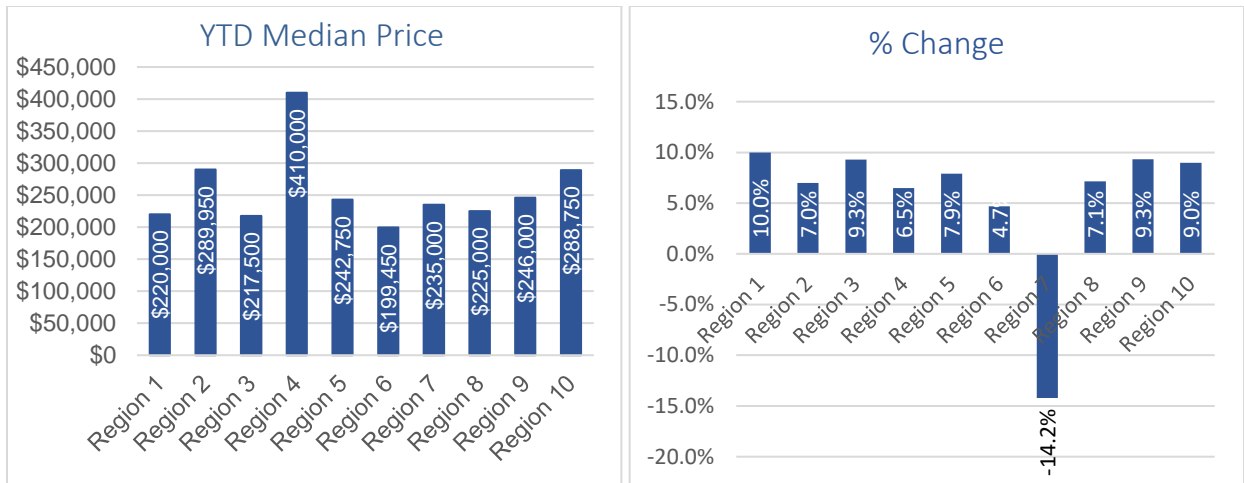


Interest Rates: July 27, 2023, 6.81% for a 30-year fixed

Although the June 2023 inflation rate stood at 3%, down significantly from its height at 8.5%, it is still higher than the fed's goal of 2%. This keeps interest rates at the center of the conversation, and a likely tool in their plan to move forward. Although in the short term there will likely be increased instability in mortgage rates, experts predict stabilization towards the start of 2024, with reductions by the end of the year.

Home Prices:

Home prices continue to increase throughout the region, with the exception of Green County. However, Green County has just 183 sales year to date and it is likely that the type of transaction has made a bigger impact as opposed to actual price reductions.



Summary:

Housing demand demographics continue to outpace expectations with limited new supply both in the U.S. and in Wisconsin. Expect residential property sales in 2024 to look much like 2023 with some growth as consumers begin to accept the higher mortgage interest rates. House prices will increase as well, but modestly.

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)

	JULY			JANUARY - JULY		
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	160	182	-12.1%	865	1,000	-13.5%
# Sales	113	127	-11.0%	609	775	-21.4%
Average Sale Price	251,474	250,231	0.5%	258,026	243,869	5.8%
Median Sale Price	221,000	205,000	7.8%	220,000	200,000	10.0%
Total Active Residential Listings	195	247	-21.1%	195	247	-21.1%
COLUMBIA COUNTY						
# New Listings	73	82	-11.0%	444	476	-6.7%
# Sales	56	42	33.3%	318	331	-3.9%
Average Sale Price	355,683	329,083	8.1%	341,346	311,904	9.4%
Median Sale Price	307,750	271,350	13.4%	289,950	271,000	7.0%
Total Active Residential Listings	81	100	-19.0%	81	100	-19.0%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	62	83	-25.3%	333	424	-21.5%
# Sales	52	57	-8.8%	273	303	-9.9%
Average Sale Price	244,910	249,323	-1.8%	271,675	278,084	-2.3%
Median Sale Price	227,375	220,000	3.4%	217,500	199,000	9.3%
Total Active Residential Listings	70	121	-42.1%	70	121	-42.1%
DANE COUNTY						
# New Listings	568	727	-21.9%	4,131	5,174	-20.2%
# Sales	635	814	-22.0%	3,473	4,439	-21.8%
Average Sale Price	473,253	437,152	8.3%	461,213	427,562	7.9%
Median Sale Price	419,900	392,450	7.0%	410,000	385,000	6.5%
Total Active Residential Listings	571	708	-19.4%	571	708	-19.4%
DODGE COUNTY						
# New Listings	126	105	20.0%	538	643	-16.3%
# Sales	77	89	-13.5%	416	549	-24.2%
Average Sale Price	279,314	336,441	-17.0%	273,137	267,947	1.9%
Median Sale Price	243,000	265,000	-8.3%	242,750	225,000	7.9%
Total Active Residential Listings	94	96	-2.1%	94	96	-2.1%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	88	92	-4.3%	512	630	-18.7%
# Sales	90	72	25.0%	408	452	-9.7%
Average Sale Price	245,929	268,631	-8.5%	239,439	240,896	-0.6%
Median Sale Price	193,750	204,000	-5.0%	199,450	190,500	4.7%
Total Active Residential Listings	120	130	-7.7%	120	130	-7.7%
GREEN COUNTY						
# New Listings	33	43	-23.3%	254	301	-15.6%
# Sales	29	45	-35.6%	213	242	-12.0%
Average Sale Price	354,843	296,114	19.8%	294,060	307,188	-4.3%
Median Sale Price	225,000	272,950	-17.6%	235,000	273,975	-14.2%
Total Active Residential Listings	43	55	-21.8%	43	55	-21.8%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	102	135	-24.4%	525	652	-19.5%
# Sales	70	94	-25.5%	389	475	-18.1%
Average Sale Price	256,729	251,584	2.0%	309,051	270,810	14.1%
Median Sale Price	202,450	209,000	-3.1%	225,000	210,000	7.1%
Total Active Residential Listings	151	152	-0.7%	151	152	-0.7%
ROCK COUNTY						
# New Listings	225	243	-7.4%	1,281	1,513	-15.3%
# Sales	187	216	-13.4%	1,036	1,212	-14.5%
Average Sale Price	277,496	258,016	7.5%	267,246	244,489	9.3%
Median Sale Price	245,000	238,500	2.7%	246,000	225,000	9.3%
Total Active Residential Listings	191	232	-17.7%	191	232	-17.7%
SAUK COUNTY						
# New Listings	91	101	-9.9%	481	577	-16.6%
# Sales	72	75	-4.0%	366	455	-19.6%
Average Sale Price	310,647	304,890	1.9%	320,150	301,367	6.2%
Median Sale Price	292,500	253,500	15.4%	288,750	265,000	9.0%
Total Active Residential Listings	118	102	15.7%	118	102	15.7%
18 COUNTY TOTAL						
# New Listings	1,528	1,793	-14.8%	9,364	11,390	-17.8%
# Sales	1,381	1,631	-15.3%	7,501	9,233	-18.8%
Average Sale Price	367,665	355,924	3.3%	363,933	342,993	6.1%
Median Sale Price	330,250	318,000	3.9%	325,000	307,000	5.9%
Total Active Residential Listings	1,634	1,943	-15.9%	1,634	1,943	-15.9%

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