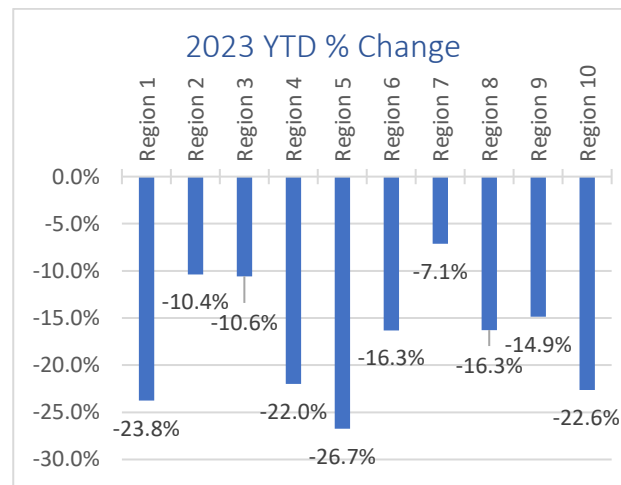
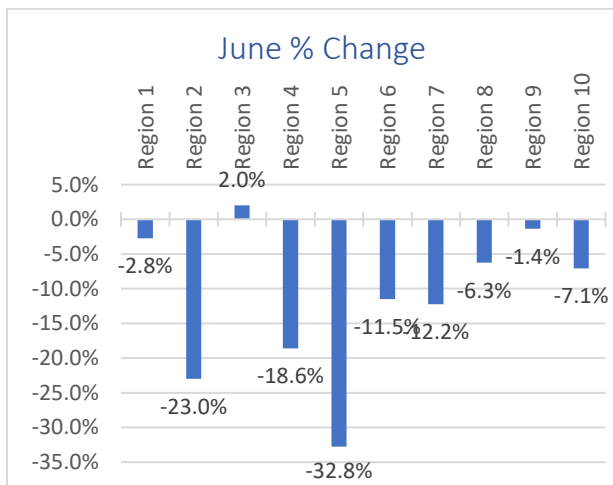
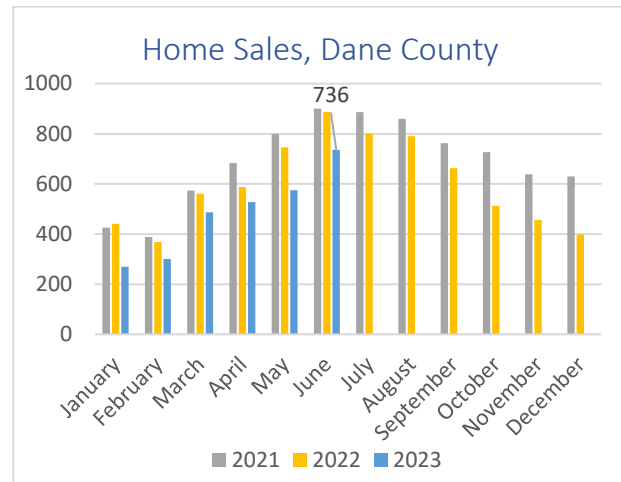
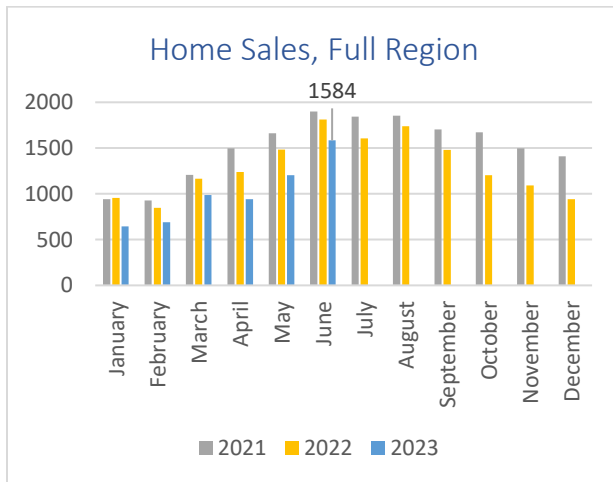


Market Statistics: January-June 2023

Home Sales:

Home sales continue their decline throughout the region, down almost 15% in June and 20% year to date. This can vary widely by region as seen in the two bottom charts. Dodge County has seen the largest drop overall in sales, while Green County is down just 7.1%.

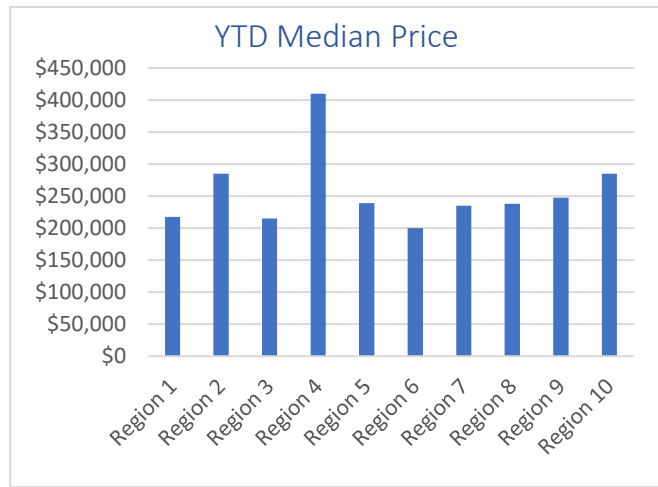


Interest Rates: June 29, 2023, 6.71% for a 30-year fixed

Although they stabilized briefly in early June, interest rates continued their climb to 6.71% by the end of the month. Although data suggests that inflation is softening, the low inventory in housing sales is increasing housing costs and adding to the inflationary picture.

Home Prices:

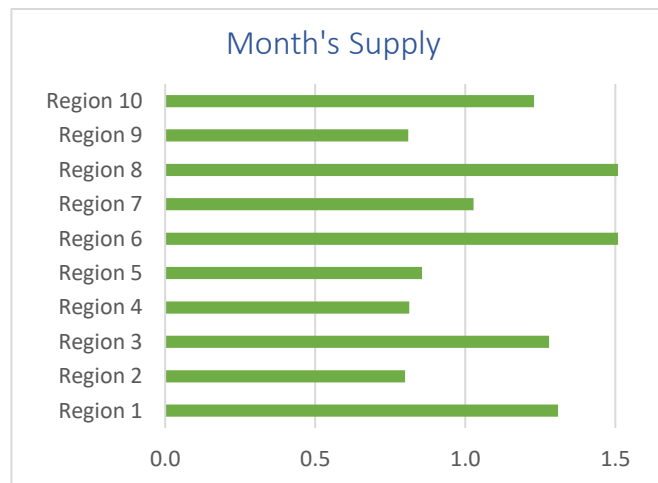
Median Sales price has increased again this month, averaging 6.6% for the first half of 2023. Green County is the county that has seen a year to date decrease in Median Sales Price, from \$275,000 in 2022 to \$235,000 in 2023. Dane County continues to see increases and ends the first half of the year at \$409,900.



Inventory:

Inventory remains tight, with under 1.5 months of supply in all areas. This stat calculates the amount of time it would take to sell existing inventory based on past sales pace.

There has been some increase in supply over the last 6 months, as new listings have outpaced sales consistently since January.



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)

	JUNE			JANUARY - JUNE		
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	179	180	-0.6%	705	818	-13.8%
# Sales	141	145	-2.8%	494	648	-23.8%
Average Sale Price	264,625	257,993	2.6%	259,456	242,622	6.9%
Median Sale Price	225,000	210,000	7.1%	217,500	200,000	8.8%
Total Active Residential Listings	186	211	-11.8%	186	211	-11.8%
COLUMBIA COUNTY						
# New Listings	82	96	-14.6%	371	394	-5.8%
# Sales	67	87	-23.0%	259	289	-10.4%
Average Sale Price	372,275	307,445	21.1%	340,972	309,407	10.2%
Median Sale Price	315,000	275,000	14.5%	284,999	271,000	5.2%
Total Active Residential Listings	53	79	-32.9%	53	79	-32.9%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	60	90	-33.3%	271	341	-20.5%
# Sales	51	50	2.0%	220	246	-10.6%
Average Sale Price	305,652	233,954	30.6%	278,932	284,748	-2.0%
Median Sale Price	240,000	222,500	7.9%	215,000	195,000	10.3%
Total Active Residential Listings	68	106	-35.8%	68	106	-35.8%
DANE COUNTY						
# New Listings	653	916	-28.7%	3,563	4,447	-19.9%
# Sales	736	904	-18.6%	2,827	3,624	-22.0%
Average Sale Price	477,879	451,284	5.9%	458,539	425,377	7.8%
Median Sale Price	420,000	408,730	2.8%	409,900	385,000	6.5%
Total Active Residential Listings	572	640	-10.6%	572	640	-10.6%
DODGE COUNTY						
# New Listings	82	121	-32.2%	412	538	-23.4%
# Sales	82	122	-32.8%	337	460	-26.7%
Average Sale Price	288,815	259,150	11.4%	270,528	254,695	6.2%
Median Sale Price	256,000	227,450	12.6%	239,000	216,250	10.5%
Total Active Residential Listings	75	87	-13.8%	75	87	-13.8%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	91	104	-12.5%	424	447	-5.1%
# Sales	77	87	-11.5%	318	380	-16.3%
Average Sale Price	259,440	221,936	16.9%	237,602	235,641	0.8%
Median Sale Price	225,000	200,000	12.5%	199,950	189,000	5.8%
Total Active Residential Listings	127	111	14.4%	127	111	14.4%
GREEN COUNTY						
# New Listings	46	53	-13.2%	221	258	-14.3%
# Sales	43	49	-12.2%	183	197	-7.1%
Average Sale Price	279,539	329,805	-15.2%	283,877	309,717	-8.3%
Median Sale Price	244,900	300,000	-18.4%	235,000	275,000	-14.5%
Total Active Residential Listings	40	42	-4.8%	40	42	-4.8%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	118	125	-5.6%	423	517	-18.2%
# Sales	90	96	-6.3%	319	381	-16.3%
Average Sale Price	278,492	285,788	-2.6%	320,980	275,554	16.5%
Median Sale Price	228,000	215,000	6.0%	238,000	210,000	13.3%
Total Active Residential Listings	141	146	-3.4%	141	146	-3.4%
ROCK COUNTY						
# New Listings	209	281	-25.6%	1,056	1,270	-16.9%
# Sales	218	221	-1.4%	848	996	-14.9%
Average Sale Price	292,314	258,525	13.1%	265,118	241,556	9.8%
Median Sale Price	263,500	250,000	5.4%	247,450	220,000	12.5%
Total Active Residential Listings	165	200	-17.5%	165	200	-17.5%
SAUK COUNTY						
# New Listings	99	99	0.0%	390	476	-18.1%
# Sales	79	85	-7.1%	294	380	-22.6%
Average Sale Price	308,143	301,684	2.1%	322,478	300,670	7.3%
Median Sale Price	300,000	265,000	13.2%	285,000	267,750	6.4%
Total Active Residential Listings	98	87	12.6%	98	87	12.6%
18 COUNTY TOTAL						
# New Listings	1,619	2,065	-21.6%	7,836	9,506	-17.6%
# Sales	1,584	1,846	-14.2%	6,099	7,601	-19.8%
Average Sale Price	377,617	358,133	5.4%	363,112	340,192	6.7%
Median Sale Price	340,000	320,000	6.3%	325,000	305,000	6.6%
Total Active Residential Listings	1,525	1,709	-10.8%	1,525	1,709	-10.8%

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