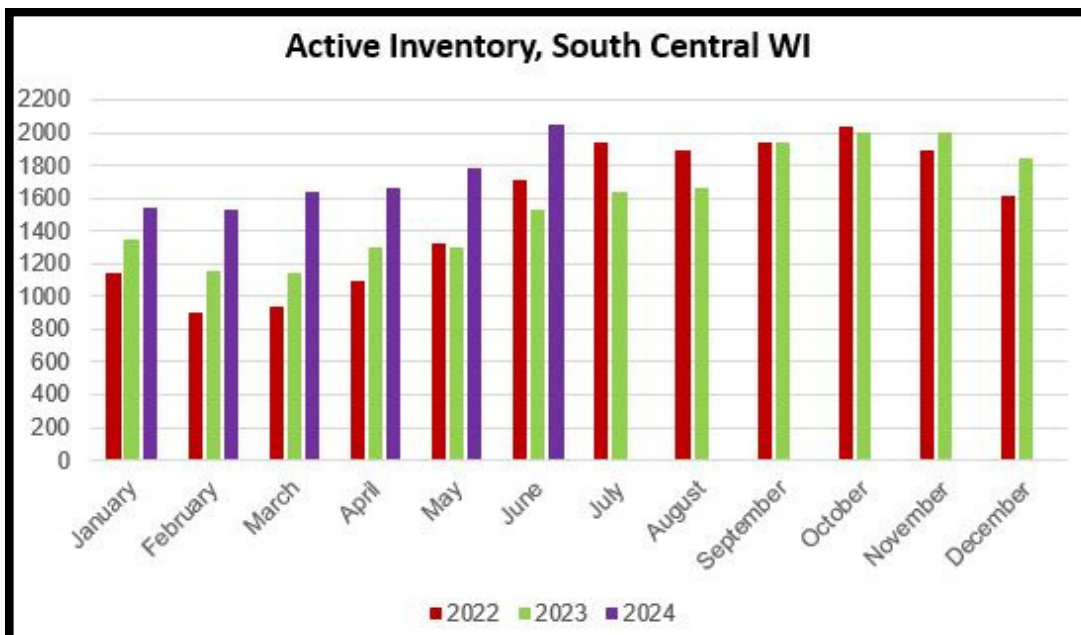
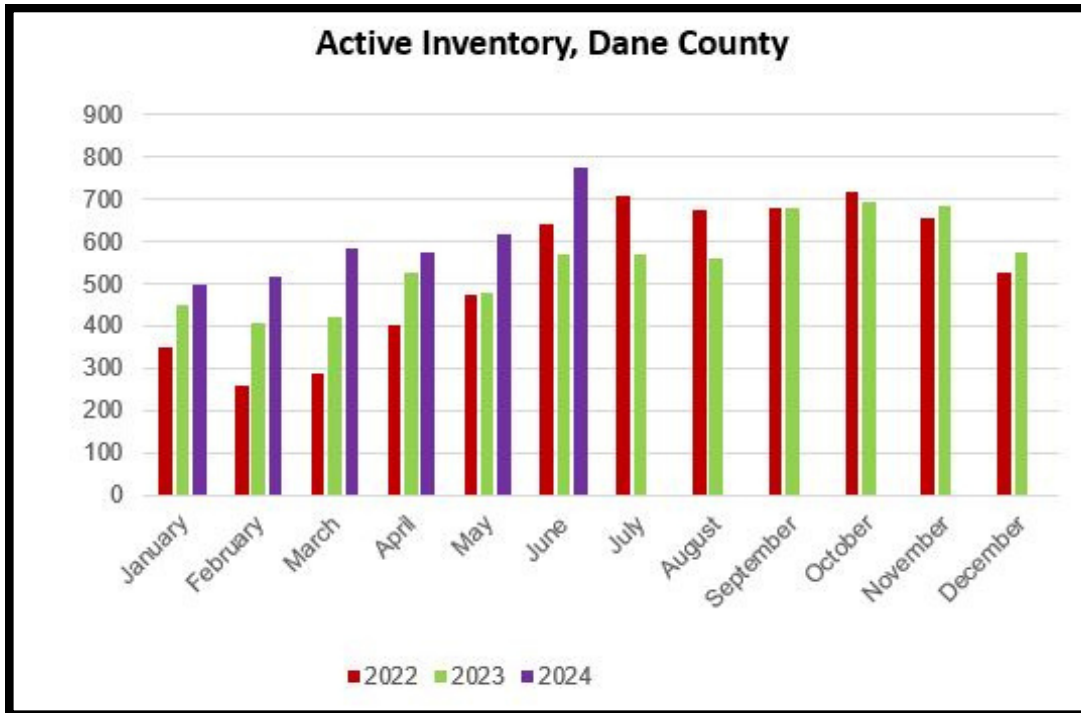


*South Central Wisconsin Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties

Inventory/Supply:

Total active residential listings across the South Central Wisconsin region have increased for the eighth consecutive month and are 34.3% higher than in June 2023. In Dane County, inventory is 35.3% higher than in June 2023. Meanwhile, months' supply across the South Central Wisconsin region has risen to 1.8 months, marking a 38.5% increase from June 2023. In Dane County, months' supply is up 50% compared to June 2023, reaching 1.5 months.





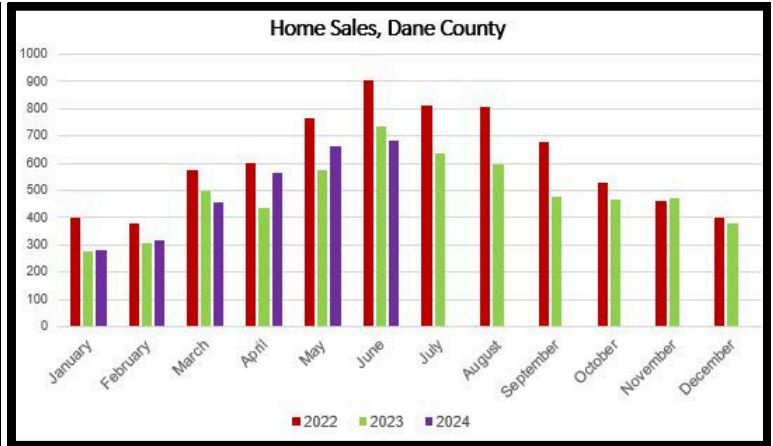
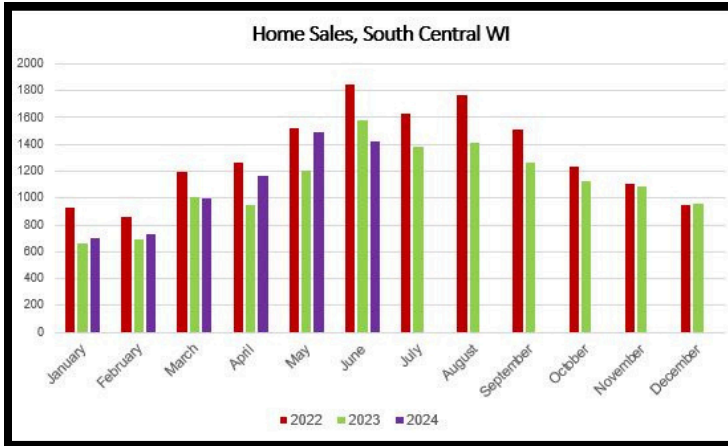
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REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN



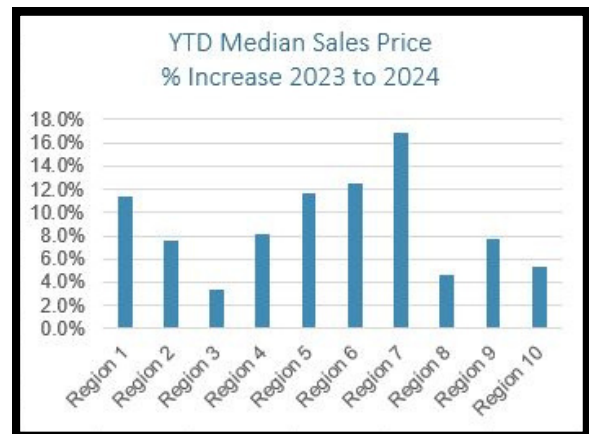
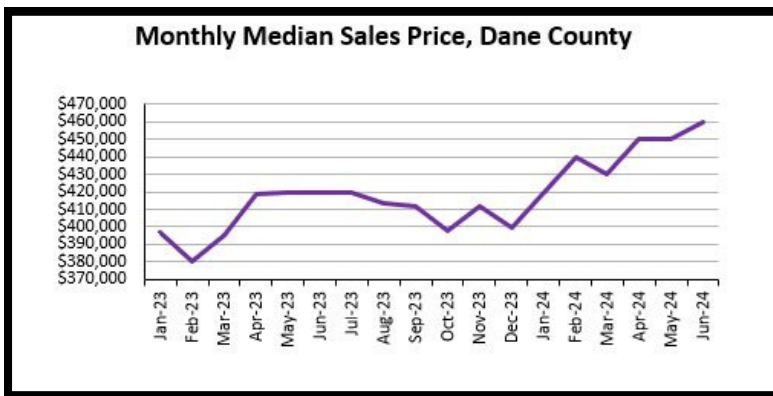
Home Sales:

Home sales in June experienced a notable decline compared to June 2023, with a 12.1% decrease across the South Central Wisconsin region and a 9.0% drop in Dane County. This decline could be attributed to the combination of stagnant interest rates and increased inventory, which is decreasing market pressure and giving buyers more time and greater choice as they contemplate housing options. It will be important to see if this trend continues and how it might affect home prices in the near and long term.



Home Prices:

The median sales price* increased in June for Dane County and, with very little exception, throughout the South Central Wisconsin region. Median sales prices ranged from \$460,000 in Dane County to \$236,500 in Crawford, Richland, Vernon counties. Year-to-date statistics indicate median sales price increases across the South Central Wisconsin region ranging from 3.3% to 16.9% in comparison to 2023.



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

*The median sale price measures the price at which half of the homes sold for more and half sold for less.

South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

	JUNE			JANUARY - JUNE		
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	158	179	-11.7%	838	705	18.9%
# Sales	100	144	-30.6%	558	499	11.8%
Average Sale Price	281,477	264,379	6.5%	277,921	259,316	7.2%
Median Sale Price	250,000	224,950	11.1%	239,450	215,000	11.4%
Total Active Residential Listings	285	186	53.2%	285	186	53.2%
COLUMBIA COUNTY						
# New Listings	77	82	-6.1%	403	371	8.6%
# Sales	59	68	-13.2%	274	262	4.6%
Average Sale Price	354,045	369,962	-4.3%	345,077	338,281	2.0%
Median Sale Price	295,000	312,500	-5.6%	305,550	283,950	7.6%
Total Active Residential Listings	107	53	101.9%	107	53	101.9%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	64	60	6.7%	307	271	13.3%
# Sales	40	52	-23.1%	210	223	-5.8%
Average Sale Price	268,480	307,274	-12.6%	271,029	278,178	-2.6%
Median Sale Price	236,500	244,500	-3.3%	222,000	215,000	3.3%
Total Active Residential Listings	110	68	61.8%	110	68	61.8%
DANE COUNTY						
# New Listings	687	653	5.2%	3,963	3,563	11.2%
# Sales	685	753	-9.0%	2,999	2,851	5.2%
Average Sale Price	504,395	477,246	5.7%	485,249	459,040	5.7%
Median Sale Price	460,000	420,000	9.5%	443,000	409,900	8.1%
Total Active Residential Listings	774	572	35.3%	774	572	35.3%
DODGE COUNTY						
# New Listings	94	82	14.6%	476	412	15.5%
# Sales	73	84	-13.1%	375	339	10.6%
Average Sale Price	303,551	293,248	3.5%	295,961	271,735	8.9%
Median Sale Price	265,000	258,500	2.5%	270,000	242,000	11.6%
Total Active Residential Listings	101	75	34.7%	101	75	34.7%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	86	91	-5.5%	416	424	-1.9%
# Sales	74	78	-5.1%	319	320	-0.3%
Average Sale Price	281,246	262,075	7.3%	269,142	237,967	13.1%
Median Sale Price	239,950	230,625	4.0%	224,900	199,950	12.5%
Total Active Residential Listings	117	127	-7.9%	117	127	-7.9%
GREEN COUNTY						
# New Listings	44	46	-4.3%	238	221	7.7%
# Sales	37	44	-15.9%	165	184	-10.3%
Average Sale Price	305,343	282,161	8.2%	318,353	284,480	11.9%
Median Sale Price	262,000	259,200	1.1%	277,500	237,450	16.9%
Total Active Residential Listings	57	40	42.5%	57	40	42.5%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	95	118	-19.5%	528	423	24.8%
# Sales	77	91	-15.4%	389	321	21.2%
Average Sale Price	314,739	277,707	13.3%	316,057	320,482	-1.4%
Median Sale Price	280,000	225,000	24.4%	249,000	238,000	4.6%
Total Active Residential Listings	157	141	11.3%	157	141	11.3%
ROCK COUNTY						
# New Listings	214	209	2.4%	1,192	1056	12.9%
# Sales	208	222	-6.3%	934	853	9.5%
Average Sale Price	295,822	290,503	1.8%	277,475	264,546	4.9%
Median Sale Price	284,750	262,000	8.7%	265,000	246,000	7.7%
Total Active Residential Listings	215	165	30.3%	215	165	30.3%
SAUK COUNTY						
# New Listings	62	99	-37.4%	399	390	2.3%
# Sales	66	79	-16.5%	337	294	14.6%
Average Sale Price	369,561	308,143	19.9%	356,859	322,478	10.7%
Median Sale Price	302,500	300,000	0.8%	300,000	285,000	5.3%
Total Active Residential Listings	125	98	27.6%	125	98	27.6%
18 COUNTY TOTAL						
# New Listings	1,581	1,619	-2.3%	8,760	7,836	11.8%
# Sales	1,419	1,615	-12.1%	6,560	6,146	6.7%
Average Sale Price	401,489	377,813	6.3%	383,163	363,283	5.5%
Median Sale Price	360,000	342,000	5.3%	342,000	325,000	5.2%
Total Active Residential Listings	2,048	1,525	34.3%	2,048	1,525	34.3%

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