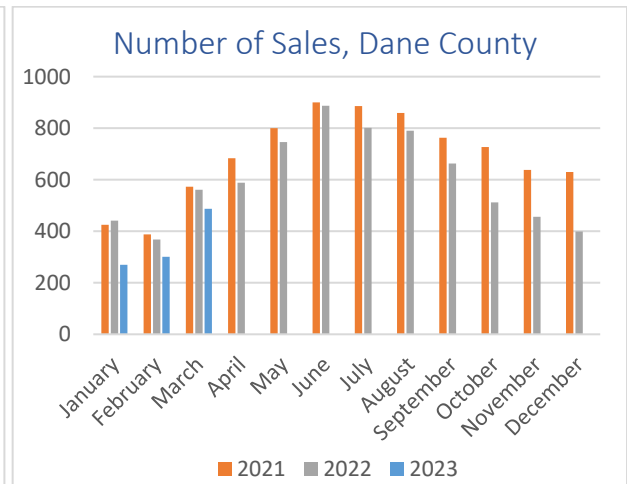
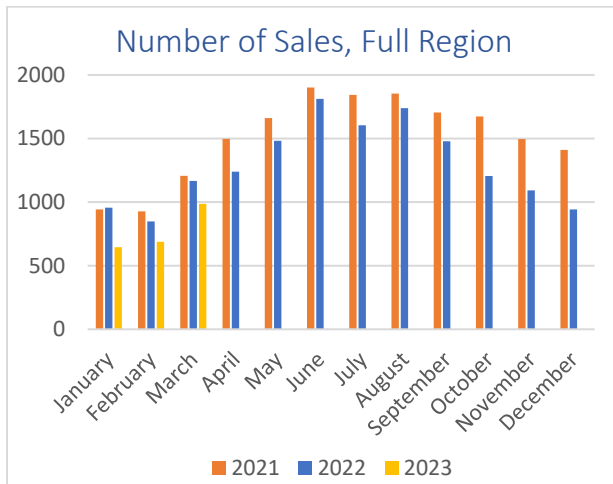


Market Statistics: January-March 2023

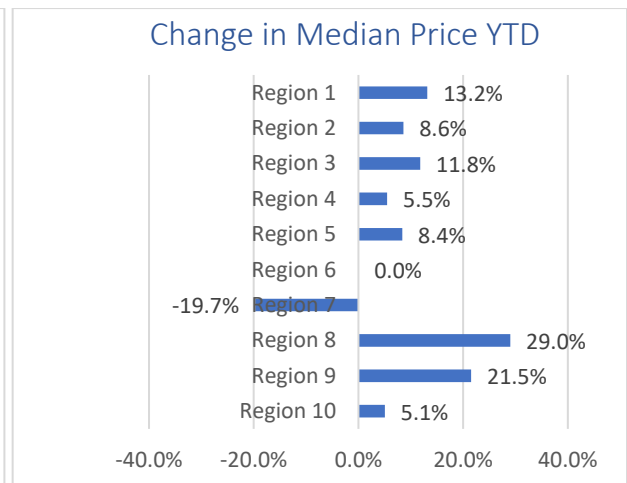
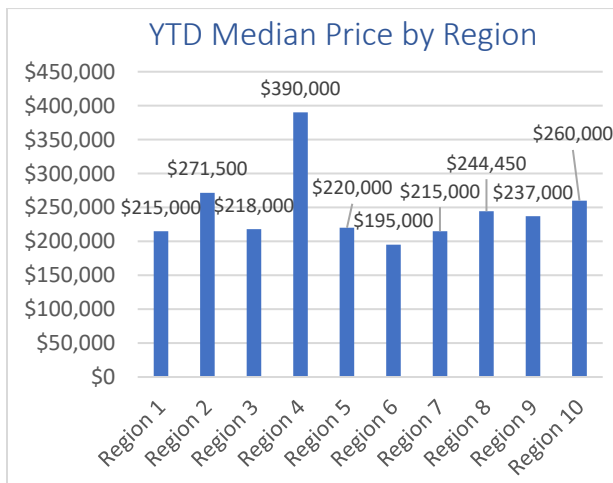
Home Sales:

The number of sales January through March continues to remain stunted across the region; down 21.5% in Dane County, 18.8% in Sauk County, 15.2% in Rock County, 25.7% in Green Lake/Marquette/Waushara Counties, and 21.6% overall.



Home Prices:

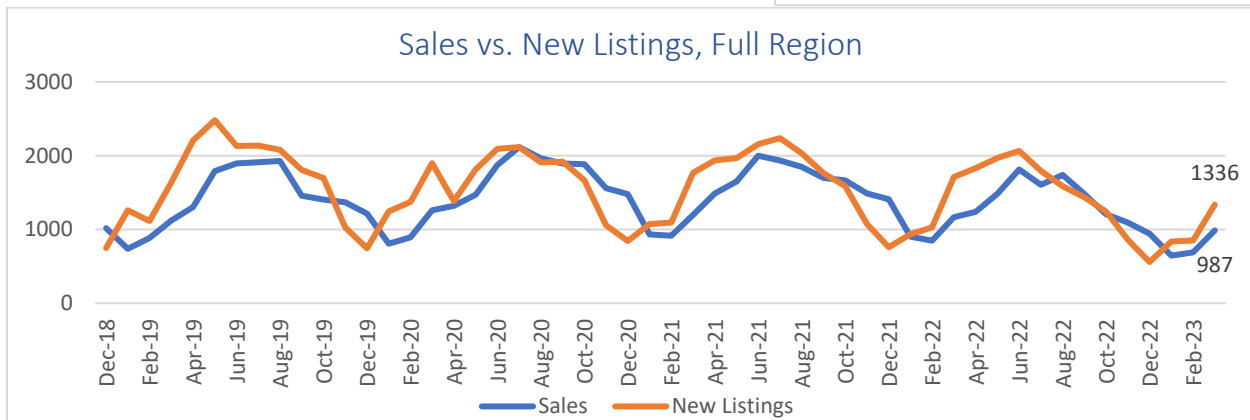
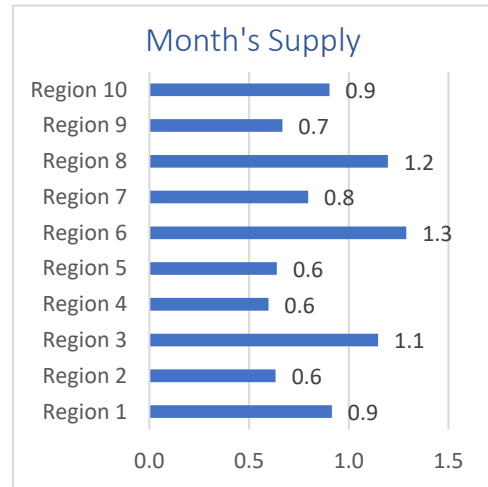
The year-to-date median sales price has generally been resilient, confirming that lack of supply is the major factor in sales reduction.



Inventory:

New listing activity has slightly outpaced sales the first quarter of 2023, with March seeing the largest increase in inventory; 1,336 new listings vs 987 sales.

Month's supply, or the number of months it would take to sell all the existing listings at the current pace, remains incredibly tight. A balanced market is considered 3-5 months, yet only a few regions have over 1 month of inventory available.



Interest Rates: March 30, 2023, 6.32% for a 30-year fixed

Economic uncertainty continues to bring mortgage rates down. Over the last several weeks, declining rates have brought borrowers back to the market but, as the spring homebuying season gets underway, low inventory remains a key challenge for prospective buyers.

Going Forward

Federal fiscal policy has maintained mortgage rate volatility through the first quarter, and it could remain elevated as the Fed attempts to further control inflation. Some urban housing markets are experiencing small reductions in median sales price, however the continued supply issues facing much of the country and the Mid-west are likely to buffer home values here.

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)

	MARCH			JANUARY - MARCH		
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	106	132	-19.7%	233	301	-22.6%
# Sales	78	106	-26.4%	181	272	-33.5%
Average Sale Price	269,699	236,712	13.9%	261,181	233,658	11.8%
Median Sale Price	222,500	190,712	16.7%	215,000	190,000	13.2%
Total Active Residential Listings	130	135	-3.7%	130	135	-3.7%
COLUMBIA COUNTY						
# New Listings	56	66	-15.2%	128	131	-2.3%
# Sales	45	47	-4.3%	90	105	-14.3%
Average Sale Price	294,780	303,456	-2.9%	312,248	296,942	5.2%
Median Sale Price	275,000	275,000	0.0%	271,500	250,000	8.6%
Total Active Residential Listings	42	36	16.7%	42	36	16.7%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	40	45	-11.1%	116	103	12.6%
# Sales	43	44	-2.3%	97	105	-7.6%
Average Sale Price	245,941	253,186	-2.9%	286,145	306,595	-6.7%
Median Sale Price	210,000	195,000	7.7%	218,000	195,000	11.8%
Total Active Residential Listings	61	48	27.1%	61	48	27.1%
DANE COUNTY						
# New Listings	670	820	-18.3%	1,511	1,789	-15.5%
# Sales	487	574	-15.2%	1,063	1,354	-21.5%
Average Sale Price	437,178	411,465	6.2%	429,747	399,145	7.7%
Median Sale Price	394,900	375,000	5.3%	390,000	369,728	5.5%
Total Active Residential Listings	420	290	44.8%	420	290	44.8%
DODGE COUNTY						
# New Listings	71	95	-25.3%	160	199	-19.6%
# Sales	45	60	-25.0%	131	202	-35.1%
Average Sale Price	250,760	251,923	-0.5%	255,813	249,548	2.5%
Median Sale Price	205,000	211,000	-2.8%	220,000	203,000	8.4%
Total Active Residential Listings	56	45	24.4%	56	45	24.4%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	70	78	-10.3%	170	166	2.4%
# Sales	53	64	-17.2%	129	159	-18.9%
Average Sale Price	212,183	263,584	-19.5%	219,160	252,608	-13.2%
Median Sale Price	187,000	210,000	-11.0%	195,000	195,000	0.0%
Total Active Residential Listings	96	77	24.7%	96	77	24.7%
GREEN COUNTY						
# New Listings	33	39	-15.4%	80	102	-21.6%
# Sales	22	34	-35.3%	67	78	-14.1%
Average Sale Price	239,739	316,373	-24.2%	235,728	311,029	-24.2%
Median Sale Price	192,800	265,000	-27.2%	215,000	267,750	-19.7%
Total Active Residential Listings	31	36	-13.9%	31	36	-13.9%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	50	84	-40.5%	122	187	-34.8%
# Sales	39	60	-35.0%	110	148	-25.7%
Average Sale Price	368,853	215,682	71.0%	306,263	250,241	22.4%
Median Sale Price	239,000	180,500	32.4%	244,450	189,500	29.0%
Total Active Residential Listings	96	87	10.3%	96	87	10.3%
ROCK COUNTY						
# New Listings	180	247	-27.1%	416	494	-15.8%
# Sales	141	141	0.0%	347	409	-15.2%
Average Sale Price	265,619	235,273	12.9%	249,289	228,822	8.9%
Median Sale Price	240,000	190,500	26.0%	237,000	195,000	21.5%
Total Active Residential Listings	136	127	7.1%	136	127	7.1%
SAUK COUNTY						
# New Listings	60	106	-43.4%	143	203	-29.6%
# Sales	34	61	-44.3%	117	144	-18.8%
Average Sale Price	303,279	326,229	-7.0%	304,164	280,898	8.3%
Median Sale Price	282,500	288,000	-1.9%	260,000	247,500	5.1%
Total Active Residential Listings	72	52	38.5%	72	52	38.5%
18 COUNTY TOTAL						
# New Listings	1,336	1,712	-22.0%	3,079	3,675	-16.2%
# Sales	987	1,191	-17.1%	2,332	2,976	-21.6%
Average Sale Price	351,964	332,016	6.0%	340,030	320,321	6.2%
Median Sale Price	315,000	305,000	3.3%	304,000	283,000	7.4%
Total Active Residential Listings	1,140	933	22.2%	1,140	933	22.2%

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