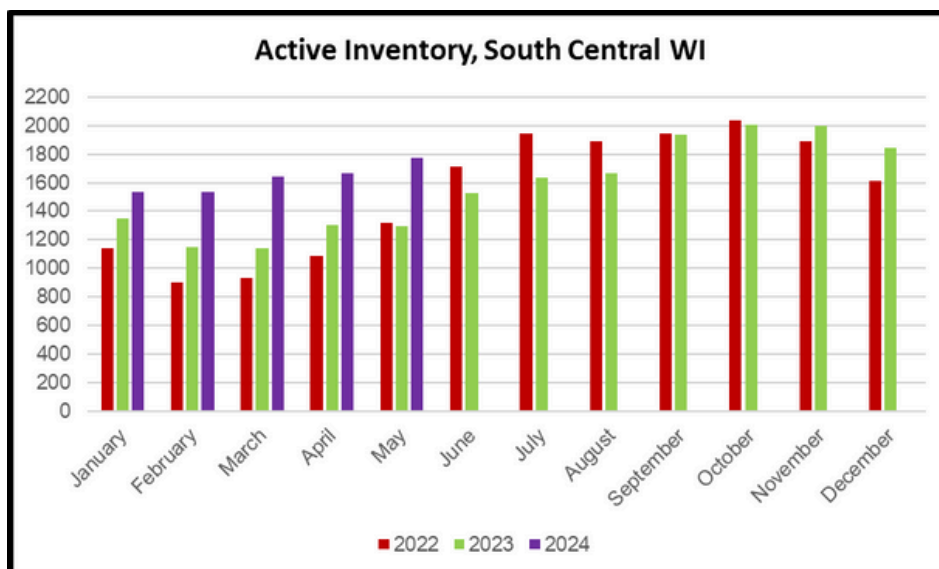
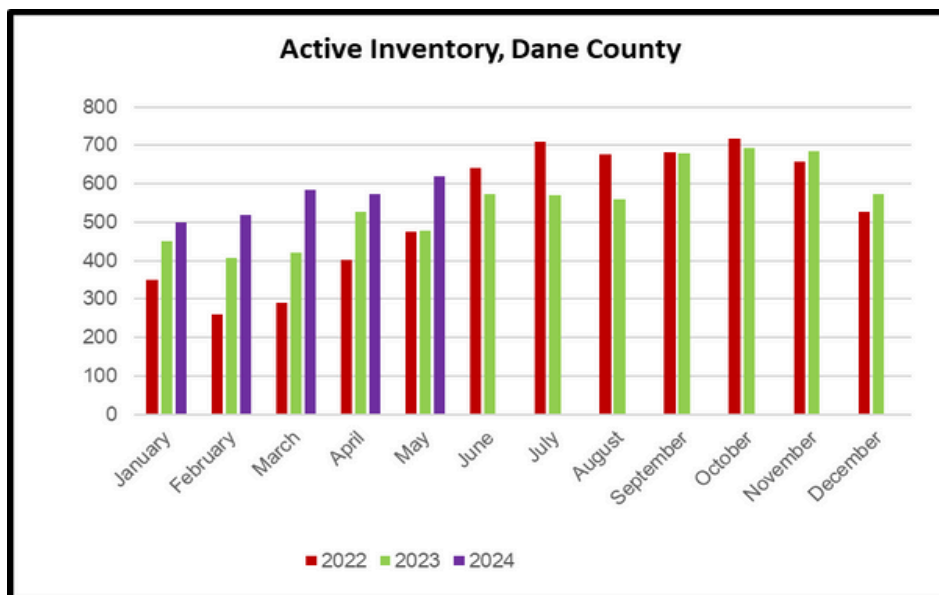


Market Statistics: May 2024

Inventory/Supply:

Statewide inventory continues to show positive growth. For the seventh consecutive month, the number of homes for sale in Dane County and the South Central Wisconsin area* has exceeded 2023 and 2022 figures. Total active residential listings across the South Central Wisconsin area* in May were 37.2% higher than in May of 2023. A wider selection of homes and lower interest rates could boost sales in markets that have experienced limited property availability. Months' supply increased slightly in Dane County to 1.2, while remaining stable at 1.5 across the South Central Wisconsin area*.

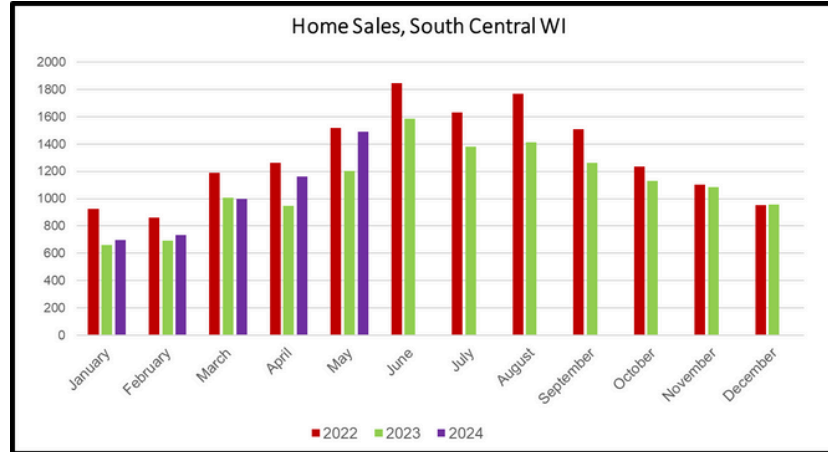
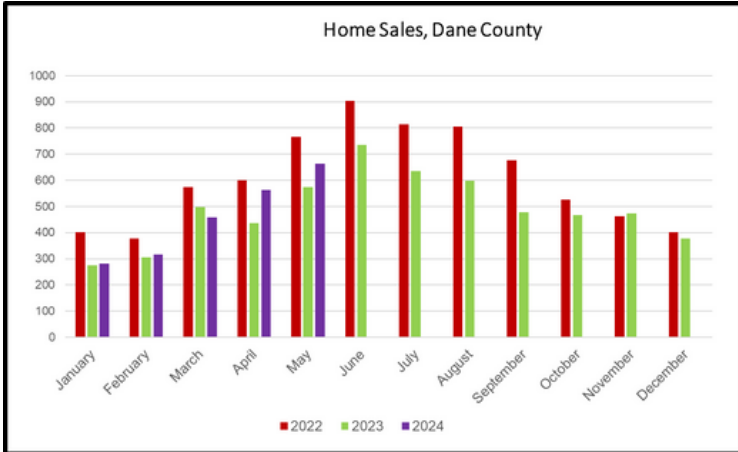


*South Central Wisconsin Area: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties



Home Sales:

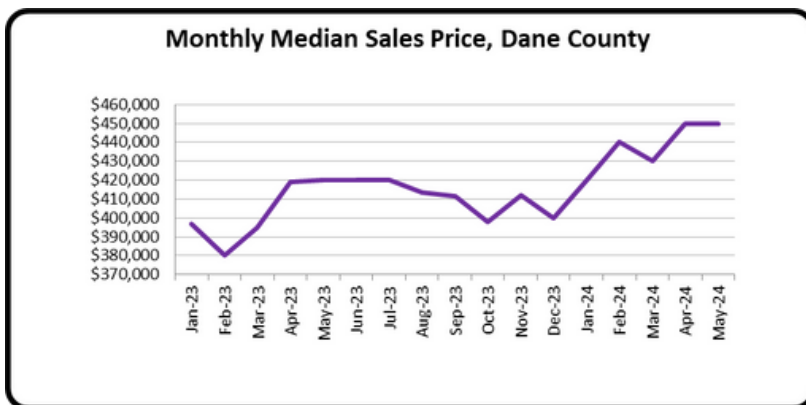
In May, the number of sales increased by 21.8% across the South Central Wisconsin area* compared to May of 2023. The largest increases were seen in Adams/Juneau/Monroe, with a 52.5% rise, and Crawford, Richland, Vernon, with a 48.6% rise in sales. Recent declines in mortgage rates could further bolster sales in the coming months.



Home Prices:

After hitting an all-time high in April, the median sale price for Dane County held steady in May at \$449,900. Median sales prices across the region, outside of Dane County, ranged from \$207,500 in the Crawford, Richland, Vernon region to \$320,000 in Sauk County.

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



South Central Wisconsin County Regions:

- Region 1 – Adams, Juneau, Monroe
- Region 6 – Grant, Iowa, Lafayette
- Region 2 – Columbia
- Region 7 – Green
- Region 3 – Crawford, Richland, Vernon
- Region 8 – Green Lake, Marquette, Waushara
- Region 4 – Dane
- Region 9 – Rock
- Region 5 – Dodge
- Region 10 – Sauk

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

	MAY			JANUARY - MAY		
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	186	161	15.5%	680	526	29.3%
# Sales	154	101	52.5%	455	355	28.2%
Average Sale Price	288,159	275,049	4.8%	277,648	257,262	7.9%
Median Sale Price	243,450	245,000	-0.6%	235,000	215,000	9.3%
Total Active Residential Listings	262	161	62.7%	262	161	62.7%
COLUMBIA COUNTY						
# New Listings	92	100	-8.0%	326	289	12.8%
# Sales	72	59	22.0%	212	194	9.3%
Average Sale Price	339,413	361,936	-6.2%	341,567	327,177	4.4%
Median Sale Price	316,300	288,888	9.5%	313,150	281,500	11.2%
Total Active Residential Listings	100	67	49.3%	100	67	49.3%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	51	49	4.1%	243	211	15.2%
# Sales	52	35	48.6%	168	171	-1.8%
Average Sale Price	243,346	243,311	0.0%	271,282	269,331	0.7%
Median Sale Price	207,500	209,900	-1.1%	215,000	202,000	6.4%
Total Active Residential Listings	99	71	39.4%	99	71	39.4%
DANE COUNTY						
# New Listings	802	708	13.3%	3,276	2,893	13.2%
# Sales	663	585	13.3%	2,309	2,098	10.1%
Average Sale Price	499,602	477,158	4.7%	479,731	452,506	6.0%
Median Sale Price	449,900	420,000	7.1%	440,000	401,291	9.6%
Total Active Residential Listings	619	479	29.2%	619	479	29.2%
DODGE COUNTY						
# New Listings	99	98	1.0%	382	330	15.8%
# Sales	93	68	36.8%	301	255	18.0%
Average Sale Price	319,500	281,061	13.7%	294,249	264,648	11.2%
Median Sale Price	308,000	244,500	26.0%	275,000	230,000	19.6%
Total Active Residential Listings	85	56	51.8%	85	56	51.8%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	99	80	23.8%	330	333	-0.9%
# Sales	59	59	0.0%	244	242	0.8%
Average Sale Price	262,622	253,079	3.8%	265,492	230,197	15.3%
Median Sale Price	240,000	190,000	26.3%	215,500	189,950	13.5%
Total Active Residential Listings	121	109	11.0%	121	109	11.0%
GREEN COUNTY						
# New Listings	48	51	-5.9%	194	175	10.9%
# Sales	30	38	-21.1%	129	140	-7.9%
Average Sale Price	291,139	309,202	-5.8%	321,167	285,209	12.6%
Median Sale Price	267,250	290,500	-8.0%	277,900	235,000	18.3%
Total Active Residential Listings	54	35	54.3%	54	35	54.3%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	99	99	0.0%	433	305	42.0%
# Sales	83	65	27.7%	312	230	35.7%
Average Sale Price	316,457	409,368	-22.7%	316,382	337,406	-6.2%
Median Sale Price	260,000	251,000	3.6%	240,000	244,950	-2.0%
Total Active Residential Listings	145	106	36.8%	145	106	36.8%
ROCK COUNTY						
# New Listings	257	237	8.4%	978	847	15.5%
# Sales	199	151	31.8%	726	631	15.1%
Average Sale Price	287,021	272,603	5.3%	272,053	255,414	6.5%
Median Sale Price	260,000	260,000	0.0%	258,400	240,000	7.7%
Total Active Residential Listings	187	134	39.6%	187	134	39.6%
SAUK COUNTY						
# New Listings	91	83	9.6%	337	291	15.8%
# Sales	85	62	37.1%	271	215	26.0%
Average Sale Price	347,986	360,571	-3.5%	353,765	327,745	7.9%
Median Sale Price	320,000	322,500	-0.8%	300,000	280,000	7.1%
Total Active Residential Listings	105	77	36.4%	105	77	36.4%
18 COUNTY TOTAL						
# New Listings	1,824	1,666	9.5%	7,179	6,200	15.8%
# Sales	1,490	1,223	21.8%	5,127	4,531	13.2%
Average Sale Price	388,999	386,515	0.6%	378,172	358,104	5.6%
Median Sale Price	350,000	345,000	1.4%	338,000	319,000	6.0%
Total Active Residential Listings	1,777	1,295	37.2%	1,777	1,295	37.2%

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