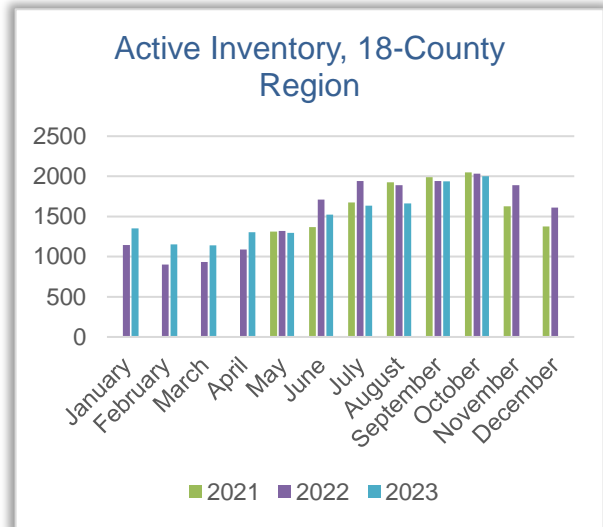
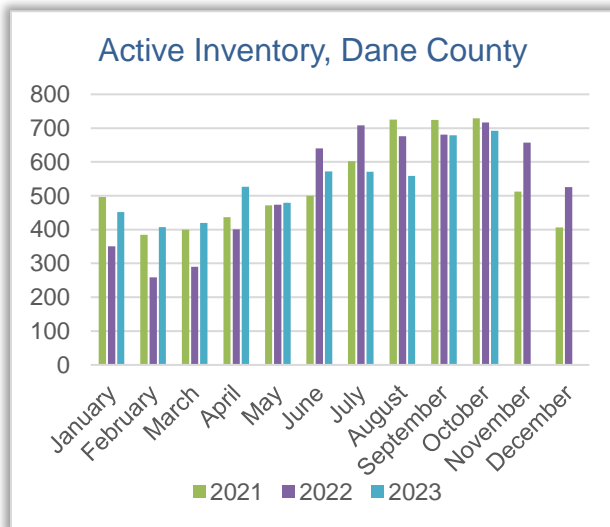


Market Statistics: January – October 2023

Inventory/Supply:

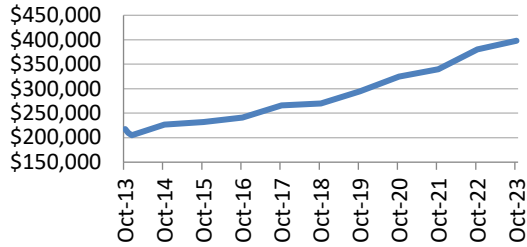
For several years now, buyers’ choices have been limited due to a severe shortage of inventory. While this is still the case, available inventory in October increased to levels not seen since last October in both Dane County and our *18-county region. A bump in inventory is normal in October, but is typically followed by a decline to a low point in January or February. October may be the sweet spot for buyers as inventory is at its highest and competition starts to wane, as some buyers make the decision to wait until spring.



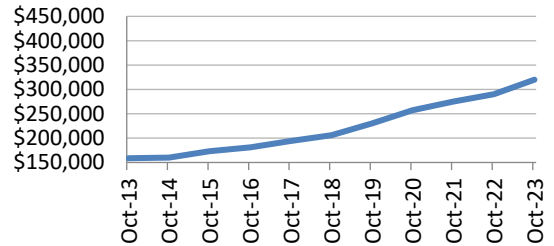
Home Prices:

Low inventory continues to push home prices up. The 2023 year-to-date median sales price for homes in Dane County has risen to \$410,000. This is up 6.5% compared to a year ago. For our *18-county region, the median is up 6.2% to \$325,000. Buyers waiting for interest rates to fall should factor rising prices into their decision. While homeowners can choose to refinance later if a better rate is available, the cost of their next home may be at the lowest price they will ever pay.

Monthly Median Sales Price, Dane County



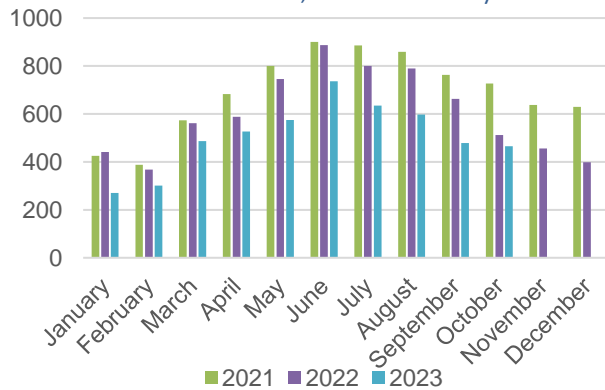
Monthly Median Sales Price, 18-County Region



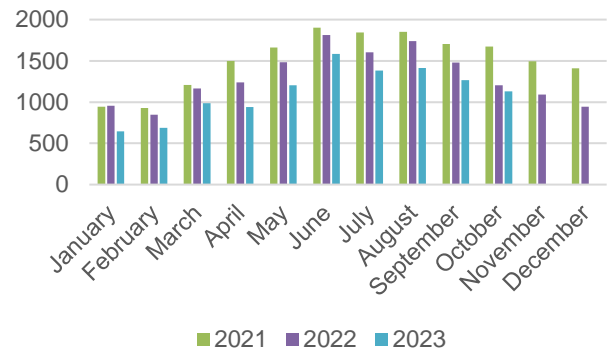
Home Sales:

Given the lack of homes to purchase, increased interest rates, and typical seasonal slowdown, home sales were down in October as compared to the last few months, and to last year at this time. Home sales were down 11.6% in Dane county, and down 8.7% for our *18-county region as compared to October of 2022. While October sales were down, they were the closest to 2022 numbers as any other month so far this year.

Home Sales, Dane County



Home Sales, 18-County Region



*18-county region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon, Waushara



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

| | OCTOBER | | | JANUARY - OCTOBER | | |
|---|-------------|-------------|---------------|-------------------|-------------|---------------|
| ADAMS / JUNEAU / MONROE | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 152 | 111 | 36.9% | 1,309 | 1,397 | -6.3% |
| # Sales | 107 | 107 | 0.0% | 987 | 1,176 | -16.1% |
| Average Sale Price | 328,352 | 219,978 | 49.3% | 272,578 | 241,505 | 12.9% |
| Median Sale Price | 245,000 | 180,000 | 36.1% | 225,000 | 199,950 | 12.5% |
| Total Active Residential Listings | 258 | 255 | 1.2% | 258 | 255 | 1.2% |
| COLUMBIA COUNTY | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 80 | 73 | 9.6% | 663 | 689 | -3.8% |
| # Sales | 42 | 43 | -2.3% | 501 | 532 | -5.8% |
| Average Sale Price | 389,845 | 261,381 | 49.1% | 347,946 | 307,800 | 13.0% |
| Median Sale Price | 315,500 | 235,000 | 34.3% | 299,900 | 274,000 | 9.5% |
| Total Active Residential Listings | 92 | 104 | -11.5% | 92 | 104 | -11.5% |
| CRAWFORD / RICHLAND / VERNON COUNTIES | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 67 | 57 | 17.5% | 525 | 623 | -15.7% |
| # Sales | 40 | 63 | -36.5% | 413 | 500 | -17.4% |
| Average Sale Price | 265,910 | 208,271 | 27.7% | 270,822 | 261,908 | 3.4% |
| Median Sale Price | 218,375 | 182,000 | 20.0% | 216,000 | 200,000 | 8.0% |
| Total Active Residential Listings | 109 | 107 | 1.9% | 109 | 107 | 1.9% |
| DANE COUNTY | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 453 | 497 | -8.9% | 5,711 | 6,909 | -17.3% |
| # Sales | 466 | 527 | -11.6% | 5,040 | 6,449 | -21.8% |
| Average Sale Price | 453,381 | 435,382 | 4.1% | 462,175 | 429,815 | 7.5% |
| Median Sale Price | 398,000 | 380,133 | 4.7% | 410,000 | 385,000 | 6.5% |
| Total Active Residential Listings | 692 | 717 | -3.5% | 692 | 717 | -3.5% |
| DODGE COUNTY | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 74 | 75 | -1.3% | 779 | 876 | -11.1% |
| # Sales | 64 | 75 | -14.7% | 655 | 794 | -17.5% |
| Average Sale Price | 294,191 | 274,408 | 7.2% | 282,417 | 266,705 | 5.9% |
| Median Sale Price | 267,500 | 245,000 | 9.2% | 250,000 | 224,500 | 11.4% |
| Total Active Residential Listings | 117 | 91 | 28.6% | 117 | 91 | 28.6% |
| GRANT / IOWA / LAFAYETTE COUNTIES | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 76 | 68 | 11.8% | 769 | 889 | -13.5% |
| # Sales | 61 | 78 | -21.8% | 638 | 685 | -6.9% |
| Average Sale Price | 226,904 | 241,305 | -6.0% | 240,003 | 252,227 | -4.8% |
| Median Sale Price | 203,000 | 197,000 | 3.0% | 202,500 | 197,500 | 2.5% |
| Total Active Residential Listings | 126 | 154 | -18.2% | 126 | 154 | -18.2% |
| GREEN COUNTY | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 36 | 33 | 9.1% | 364 | 414 | -12.1% |
| # Sales | 32 | 34 | -5.9% | 315 | 359 | -12.3% |
| Average Sale Price | 297,996 | 352,835 | -15.5% | 306,217 | 311,603 | -1.7% |
| Median Sale Price | 246,500 | 255,000 | -3.3% | 255,000 | 280,000 | -8.9% |
| Total Active Residential Listings | 53 | 63 | -15.9% | 53 | 63 | -15.9% |
| GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 88 | 72 | 22.2% | 818 | 944 | -13.3% |
| # Sales | 60 | 82 | -26.8% | 635 | 726 | -12.5% |
| Average Sale Price | 401,390 | 320,657 | 25.2% | 309,514 | 287,315 | 7.7% |
| Median Sale Price | 200,000 | 225,000 | -11.1% | 226,500 | 216,500 | 4.6% |
| Total Active Residential Listings | 178 | 186 | -4.3% | 178 | 186 | -4.3% |
| ROCK COUNTY | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 202 | 183 | 10.4% | 1,894 | 2,092 | -9.5% |
| # Sales | 178 | 168 | 6.0% | 1,585 | 1,844 | -14.0% |
| Average Sale Price | 264,924 | 258,928 | 2.3% | 268,013 | 251,529 | 6.6% |
| Median Sale Price | 250,000 | 244,700 | 2.2% | 250,000 | 231,500 | 8.0% |
| Total Active Residential Listings | 245 | 244 | 0.4% | 245 | 244 | 0.4% |
| SAUK COUNTY | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 58 | 73 | -20.5% | 727 | 804 | -9.6% |
| # Sales | 79 | 60 | 31.7% | 595 | 683 | -12.9% |
| Average Sale Price | 304,982 | 378,878 | -19.5% | 317,451 | 314,864 | 0.8% |
| Median Sale Price | 280,000 | 288,000 | -2.8% | 285,000 | 275,000 | 3.6% |
| Total Active Residential Listings | 133 | 114 | 16.7% | 133 | 114 | 16.7% |
| 18 COUNTY TOTAL | <u>2023</u> | <u>2022</u> | <u>Change</u> | <u>2023</u> | <u>2022</u> | <u>Change</u> |
| # New Listings | 1,286 | 1,242 | 3.5% | 13,559 | 15,637 | -13.3% |
| # Sales | 1,129 | 1,237 | -8.7% | 11,364 | 13,748 | -17.3% |
| Average Sale Price | 364,002 | 340,561 | 6.9% | 363,372 | 344,375 | 5.5% |
| Median Sale Price | 320,000 | 290,000 | 10.3% | 325,000 | 306,000 | 6.2% |
| Total Active Residential Listings | 2,003 | 2,035 | -1.6% | 2,003 | 2,035 | -1.6% |

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