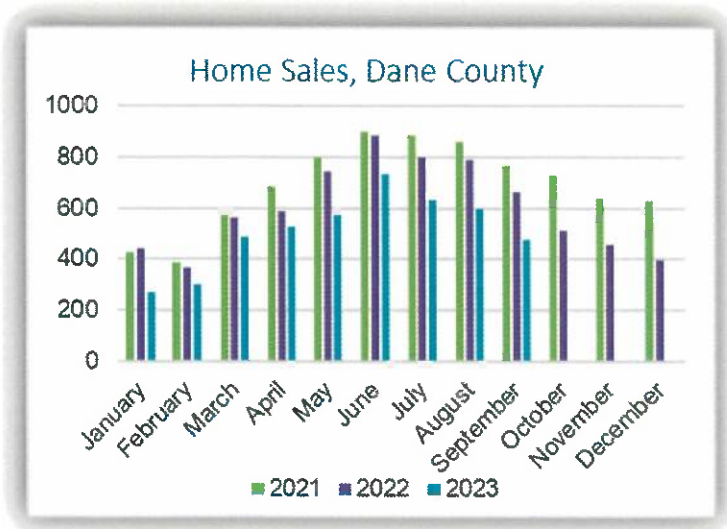


## Market Statistics: January-September 2023

### Home Sales:

Housing sales activity continued to weaken through September, which can be explained by a combination of the normal fall market slowdown, increasing interest rates, and a long stretch of low listing inventory. Compared to September of 2022, sales were down 16.3% in our \*18-county region, with Dane County recording 29.2% fewer sales than in September of 2022. Through the first three quarters of 2023, sales fell 18.4% relative to the first three quarters of 2022 regionally, and 22.9% for Dane County.

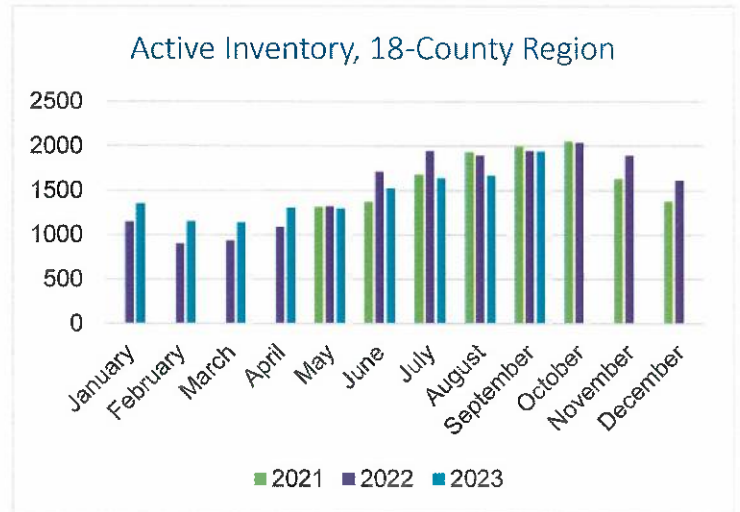
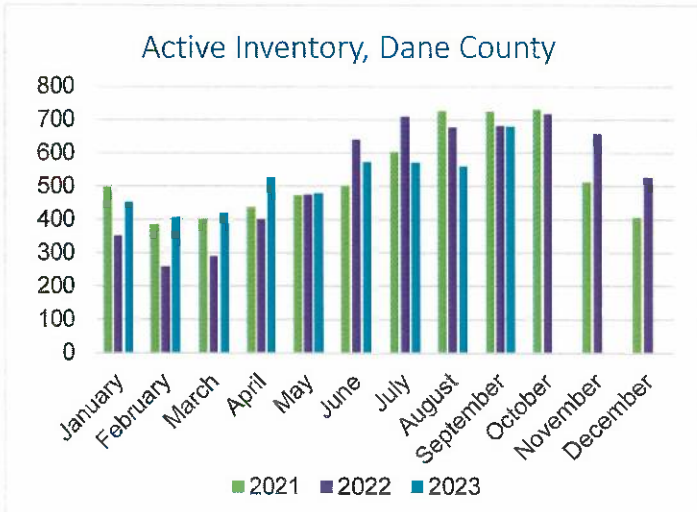


### Interest Rates:

Mortgage interest rates continue to climb, averaging 7.5% in late September 2023. This is up from 6.7% in September of 2022, and significantly higher than the 3% we saw in September of 2021. This increase is giving current homeowners with low locked-in mortgage rates who may want to make a move, a reason to stay put, stemming the flow of new listings entering the market.

### Inventory/Supply

The number of homes added to available inventory in 2023 has lagged behind last year each month, but the gap closed a bit in August and September. While it remains a strong seller's market, the number of available homes in September rebounded to levels seen last September, which may be a positive sign, as the summer months of 2023 lagged considerably when compared to inventory levels last year.



### Home Prices:

The median sale price for homes in our \*18-county region has increased from \$289,000 in January 2023 to \$323,00 in September 2023. Dane County reflects this upward movement with the median sales price rising from \$397,000 in January to \$411,600 in September. While the September 2023 median sales price is higher than the start of the year, it is down from the high point in May of \$346,000 for the region and \$420,000 for Dane County.



### \*Regions

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

**Active Residential Listings (Including Condos)**

	SEPTEMBER			JANUARY - SEPTEMBER		
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
<b>ADAMS / JUNEAU / MONROE</b>						
# New Listings	139	123	13.0%	1,157	1,286	-10.0%
# Sales	119	142	-16.2%	879	1,069	-17.8%
Average Sale Price	275,571	235,181	17.2%	265,441	243,660	8.9%
Median Sale Price	225,000	201,500	11.7%	220,000	200,000	10.0%
Total Active Residential Listings	230	241	-4.6%	230	241	-4.6%
<b>COLUMBIA COUNTY</b>						
# New Listings	59	66	-10.6%	583	616	-5.4%
# Sales	71	58	22.4%	456	489	-6.7%
Average Sale Price	365,759	288,563	26.8%	345,104	311,882	10.7%
Median Sale Price	308,000	277,500	11.0%	295,000	275,000	7.3%
Total Active Residential Listings	99	93	6.5%	99	93	6.5%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	55	69	-20.3%	458	566	-19.1%
# Sales	56	70	-20.0%	372	437	-14.9%
Average Sale Price	287,850	246,209	16.9%	271,670	269,641	0.8%
Median Sale Price	225,000	205,000	9.8%	216,500	201,000	7.7%
Total Active Residential Listings	94	120	-21.7%	94	120	-21.7%
<b>DANE COUNTY</b>						
# New Listings	513	607	-15.5%	5,258	6,412	-18.0%
# Sales	479	677	-29.2%	4,564	5,922	-22.9%
Average Sale Price	470,631	431,895	9.0%	462,497	429,320	7.7%
Median Sale Price	411,600	380,000	8.3%	410,000	386,000	6.2%
Total Active Residential Listings	679	681	-0.3%	679	681	-0.3%
<b>DODGE COUNTY</b>						
# New Listings	78	79	-1.3%	705	801	-12.0%
# Sales	78	82	-4.9%	591	719	-17.8%
Average Sale Price	306,806	259,921	18.0%	281,141	265,902	5.7%
Median Sale Price	278,500	216,500	28.6%	250,000	220,000	13.6%
Total Active Residential Listings	107	81	32.1%	107	81	32.1%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	91	94	-3.2%	693	821	-15.6%
# Sales	85	83	2.4%	577	607	-4.9%
Average Sale Price	248,978	306,806	-18.8%	241,388	253,630	-4.8%
Median Sale Price	209,900	214,900	-2.3%	202,000	197,500	2.3%
Total Active Residential Listings	129	138	-6.5%	129	138	-6.5%
<b>GREEN COUNTY</b>						
# New Listings	38	26	46.2%	328	381	-13.9%
# Sales	32	37	-13.5%	282	325	-13.2%
Average Sale Price	367,718	292,440	25.7%	307,255	307,290	0.0%
Median Sale Price	330,500	280,000	18.0%	258,250	280,000	-7.8%
Total Active Residential Listings	39	60	-35.0%	39	60	-35.0%
<b>GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES</b>						
# New Listings	83	117	-29.1%	730	872	-16.3%
# Sales	95	72	31.9%	572	644	-11.2%
Average Sale Price	293,869	334,774	-12.2%	299,571	283,070	5.8%
Median Sale Price	237,000	224,997	5.3%	230,000	215,000	7.0%
Total Active Residential Listings	181	183	-1.1%	181	183	-1.1%
<b>ROCK COUNTY</b>						
# New Listings	188	191	-1.6%	1,692	1,909	-11.4%
# Sales	178	205	-13.2%	1,406	1,676	-16.1%
Average Sale Price	278,651	258,807	7.7%	268,449	250,787	7.0%
Median Sale Price	250,000	250,000	0.0%	250,000	230,000	8.7%
Total Active Residential Listings	242	244	-0.8%	242	244	-0.8%
<b>SAUK COUNTY</b>						
# New Listings	83	64	29.7%	669	731	-8.5%
# Sales	71	84	-15.5%	516	623	-17.2%
Average Sale Price	322,610	340,452	-5.2%	319,360	308,699	3.5%
Median Sale Price	280,000	277,500	0.9%	285,000	272,500	4.6%
Total Active Residential Listings	139	101	37.6%	139	101	37.6%
<b>18 COUNTY TOTAL</b>						
# New Listings	1,327	1,436	-7.6%	12,273	14,395	-14.7%
# Sales	1,264	1,510	-16.3%	10,215	12,511	-18.4%
Average Sale Price	362,023	346,434	4.5%	363,027	344,752	5.3%
Median Sale Price	323,000	309,950	4.2%	325,000	309,000	5.2%
Total Active Residential Listings	1,939	1,942	-0.2%	1,939	1,942	-0.2%

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