

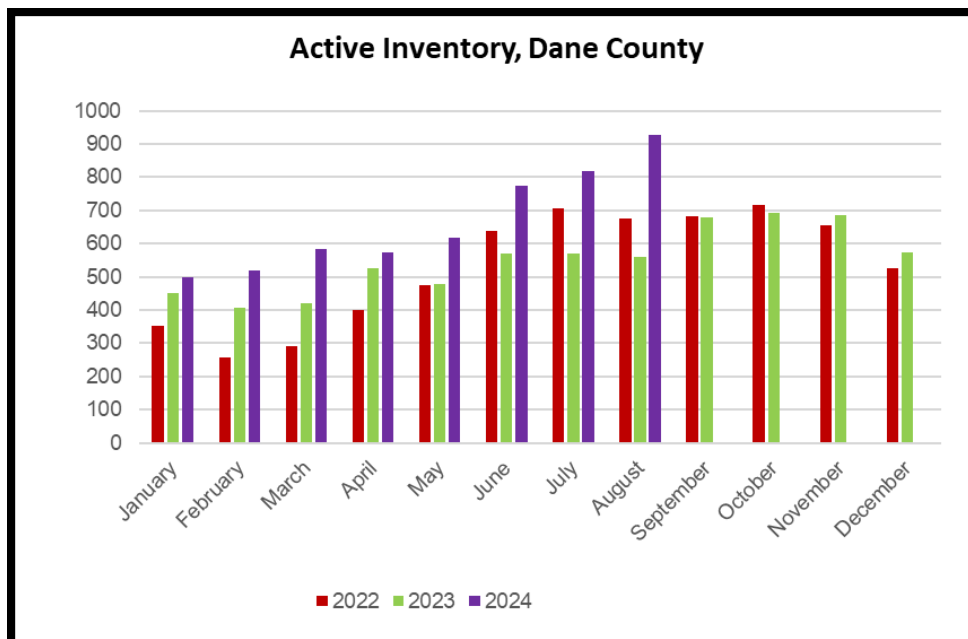
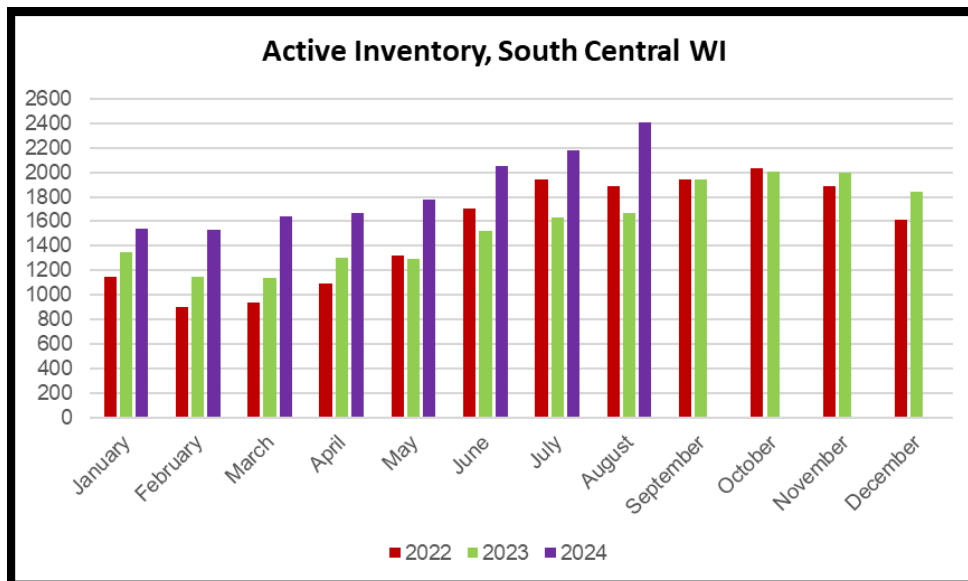
*South Central Wisconsin Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties

Inventory/Supply:

The number of active residential listings continues to climb, with every county across the South Central Wisconsin Region seeing double-digit increases compared to August 2023. Overall, active listings are up by 44.8% compared to last year. The largest surges were observed in Dane County where inventory rose by 66.0% over August 2023, and in Green County with a 65.6% increase over last year.

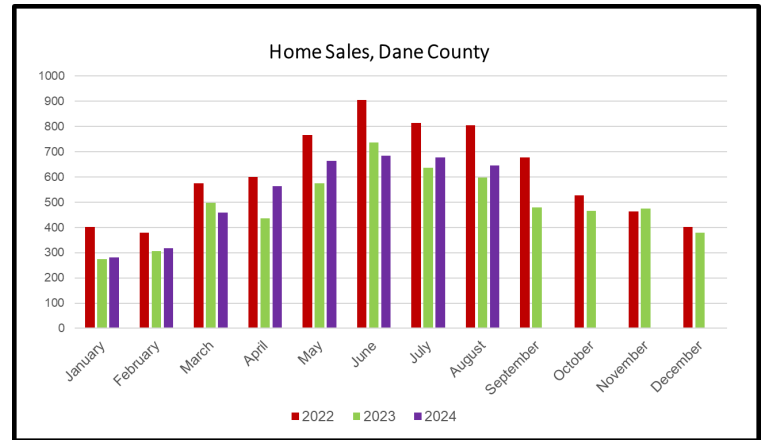
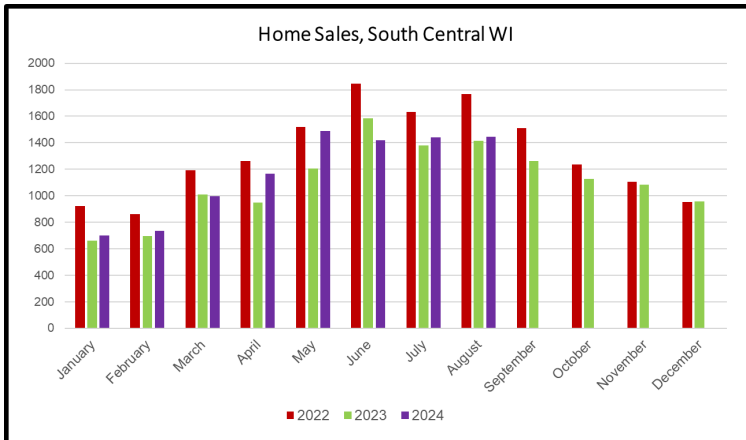
The months' supply surpassed the 2-month mark in August, reaching 2.1 across the South Central Wisconsin Region. This represents a 50% increase year-over-year. In Dane County, months' supply is up 63.6% from a year ago, reaching 1.8 months.

While the market remains competitive and sellers may still have the advantage in high-demand areas, expanded inventory and potentially lower interest rates moving into the fall suggest the dynamics may be shifting.



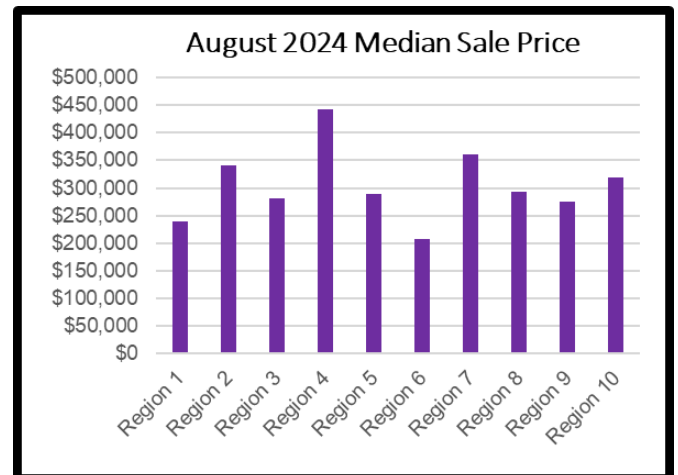
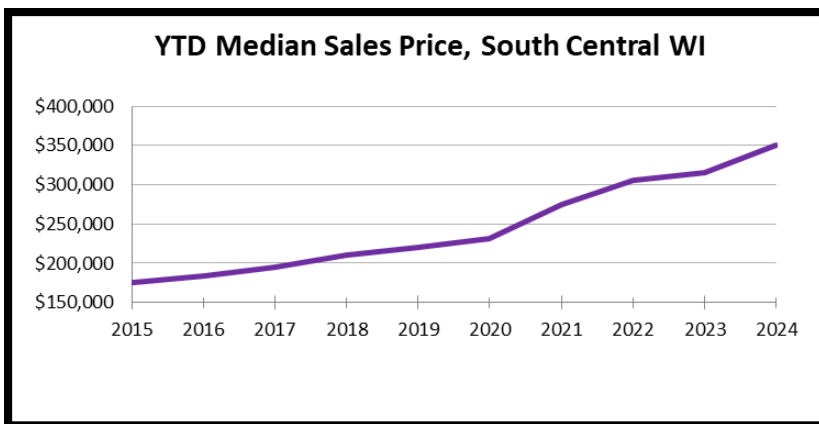
Home Sales:

The South Central Wisconsin Region saw a modest overall increase in home sales, rising by 0.9% compared to August 2023. Year-to-date (YTD) sales have shown stronger growth, up by 5.7% over the same period last year.



Home Prices:

Each region within the South Central Wisconsin MLS has seen year-to-date median* and average sales price increases. Collectively, increases across the region are 7.7% and 7.9% respectively over the same time period of 2023. Median sales prices across South Central Wisconsin ranged from \$207,500 to \$442,000 in August.



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)

	AUGUST			JANUARY - AUGUST		
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	152	157	-3.2%	1,156	1018	13.6%
# Sales	125	147	-15.0%	825	761	8.4%
Average Sale Price	285,539	290,210	-1.6%	280,260	263,993	6.2%
Median Sale Price	240,000	250,000	-4.0%	239,900	220,000	9.0%
Total Active Residential Listings	324	217	49.3%	324	217	49.3%
COLUMBIA COUNTY						
# New Listings	86	81	6.2%	562	524	7.3%
# Sales	66	67	-1.5%	401	388	3.4%
Average Sale Price	400,705	341,057	17.5%	360,903	340,288	6.1%
Median Sale Price	341,500	310,000	10.2%	320,000	293,500	9.0%
Total Active Residential Listings	113	79	43.0%	113	79	43.0%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	77	72	6.9%	446	403	10.7%
# Sales	52	42	23.8%	319	316	0.9%
Average Sale Price	315,302	245,650	28.4%	279,978	269,213	4.0%
Median Sale Price	281,000	188,000	49.5%	230,000	215,450	6.8%
Total Active Residential Listings	123	84	46.4%	123	84	46.4%
DANE COUNTY						
# New Listings	647	641	0.9%	5,350	4,745	12.8%
# Sales	645	607	6.3%	4,337	4,099	5.8%
Average Sale Price	519,972	468,818	10.9%	495,913	462,456	7.2%
Median Sale Price	442,000	415,000	6.5%	445,000	410,000	8.5%
Total Active Residential Listings	928	559	66.0%	928	559	66.0%
DODGE COUNTY						
# New Listings	113	92	22.8%	669	627	6.7%
# Sales	77	98	-21.4%	542	514	5.4%
Average Sale Price	361,537	293,659	23.1%	309,537	277,050	11.7%
Median Sale Price	290,000	257,500	12.6%	280,000	245,000	14.3%
Total Active Residential Listings	122	93	31.2%	122	93	31.2%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	82	91	-9.9%	600	602	-0.3%
# Sales	69	82	-15.9%	448	493	-9.1%
Average Sale Price	233,192	240,692	-3.1%	262,831	239,847	9.6%
Median Sale Price	207,500	207,000	0.2%	220,000	200,000	10.0%
Total Active Residential Listings	171	115	48.7%	171	115	48.7%
GREEN COUNTY						
# New Listings	45	38	18.4%	328	290	13.1%
# Sales	42	39	7.7%	255	252	1.2%
Average Sale Price	419,792	327,580	28.1%	342,173	299,248	14.3%
Median Sale Price	360,000	308,300	16.8%	289,900	248,450	16.7%
Total Active Residential Listings	53	32	65.6%	53	32	65.6%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	113	118	-4.2%	745	647	15.1%
# Sales	88	88	0.0%	542	479	13.2%
Average Sale Price	424,668	260,098	63.3%	336,940	300,266	12.2%
Median Sale Price	292,450	219,350	33.3%	254,000	225,000	12.9%
Total Active Residential Listings	176	159	10.7%	176	159	10.7%
ROCK COUNTY						
# New Listings	209	221	-5.4%	1,644	1,504	9.3%
# Sales	205	186	10.2%	1,353	1,229	10.1%
Average Sale Price	294,204	266,267	10.5%	282,411	266,729	5.9%
Median Sale Price	275,000	256,750	7.1%	272,050	248,000	9.7%
Total Active Residential Listings	267	218	22.5%	267	218	22.5%
SAUK COUNTY						
# New Listings	108	110	-1.8%	593	586	1.2%
# Sales	78	78	0.0%	466	444	5.0%
Average Sale Price	334,836	312,751	7.1%	360,462	318,851	13.1%
Median Sale Price	319,950	274,450	16.6%	314,950	285,000	10.5%
Total Active Residential Listings	132	108	22.2%	132	108	22.2%
18 COUNTY TOTAL						
# New Listings	1,632	1,621	0.7%	12,093	10,946	10.5%
# Sales	1,447	1,434	0.9%	9,488	8,975	5.7%
Average Sale Price	414,151	361,577	14.5%	392,232	363,552	7.9%
Median Sale Price	360,000	330,000	9.1%	350,000	325,000	7.7%
Total Active Residential Listings	2,409	1,664	44.8%	2,409	1,664	44.8%

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