

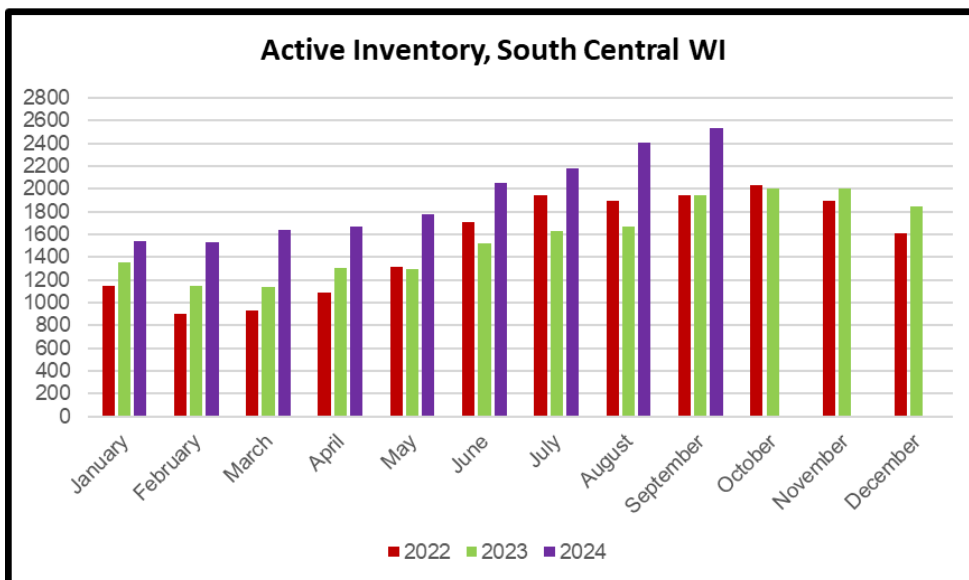
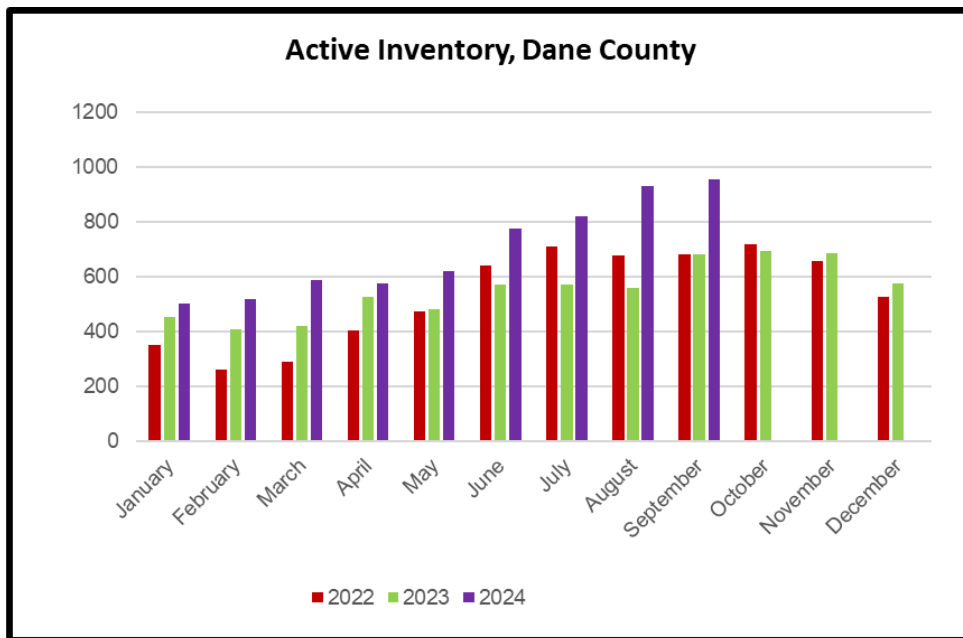
\*South Central Wisconsin Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties



## Inventory/Supply:

As the weather cools, the housing market across the South Central Wisconsin MLS Region is presenting some mixed signals. Active inventory, months' supply, and home prices continue to rise. Inventory is up 30.6% compared to September 2023, with the largest gains in Region 7 at 71.8% and Region 3 at 44.7%. Months' supply also rose 29.4% region-wide, marking a 35.7% year-over-year increase.

However, September home sales dipped 7.4% across the region compared to September 2023, indicating that some buyers may be hesitant despite increased inventory. Still, with the recent dip in interest rates, both buyers and sellers could be reconsidering their timing, which may lead to a more active market as we head toward the end of the year.





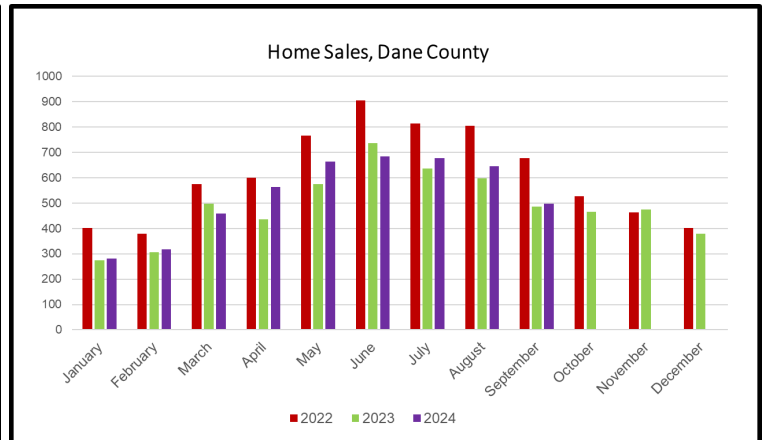
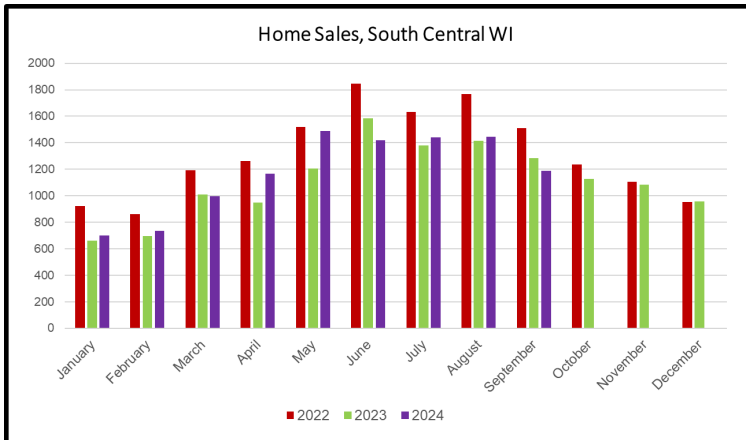
# RASCW

REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN



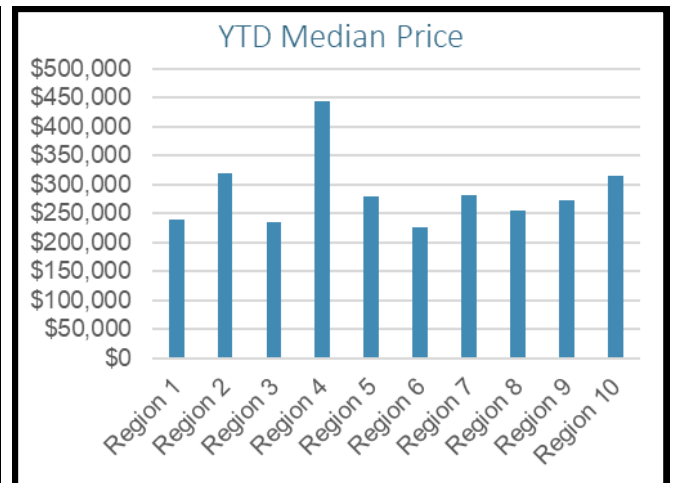
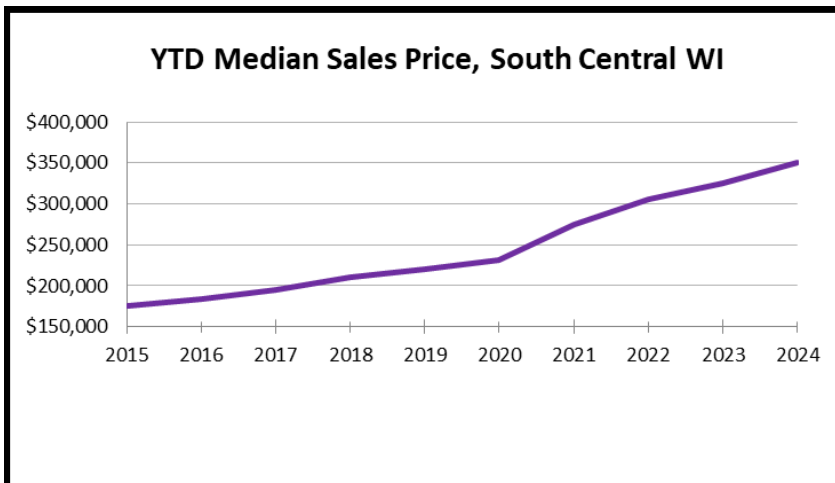
## Home Sales:

The South Central Wisconsin Region saw an overall 7.4% decrease in home sales compared to September 2023. Year-to-date (YTD) sales are still strong, up by 4.3% over the same period last year.



## Home Prices:

The year-to-date median\* and average home sales prices increased over September 2023. Collectively, these increases across the region are 7.0% and 8.9% respectively. Median sales prices across South Central Wisconsin ranged from \$245,000 to \$430,000 in September.



## 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)**

	SEPTEMBER			JANUARY - SEPTEMBER		
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
<b>ADAMS / JUNEAU / MONROE</b>						
# New Listings	158	139	13.7%	1,314	1157	13.6%
# Sales	115	120	-4.2%	939	881	6.6%
Average Sale Price	306,695	276,191	11.0%	283,557	265,655	6.7%
Median Sale Price	260,000	225,000	15.6%	240,000	221,000	8.6%
Total Active Residential Listings	345	230	50.0%	345	230	50.0%
<b>COLUMBIA COUNTY</b>						
# New Listings	67	59	13.6%	629	583	7.9%
# Sales	55	73	-24.7%	457	461	-0.9%
Average Sale Price	367,009	363,752	0.9%	361,518	344,004	5.1%
Median Sale Price	310,000	308,000	0.6%	320,000	295,000	8.5%
Total Active Residential Listings	125	99	26.3%	125	99	26.3%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	56	55	1.8%	502	458	9.6%
# Sales	30	57	-47.4%	350	373	-6.2%
Average Sale Price	339,198	285,467	18.8%	284,924	271,697	4.9%
Median Sale Price	291,700	225,000	29.6%	235,250	216,000	8.9%
Total Active Residential Listings	136	94	44.7%	136	94	44.7%
<b>DANE COUNTY</b>						
# New Listings	566	513	10.3%	5,916	5,258	12.5%
# Sales	498	487	2.3%	4,843	4,586	5.6%
Average Sale Price	491,937	472,091	4.2%	496,032	463,479	7.0%
Median Sale Price	430,000	411,600	4.5%	444,800	410,000	8.5%
Total Active Residential Listings	955	679	40.6%	955	679	40.6%
<b>DODGE COUNTY</b>						
# New Listings	88	78	12.8%	757	705	7.4%
# Sales	78	79	-1.3%	621	593	4.7%
Average Sale Price	308,443	305,549	0.9%	309,550	280,847	10.2%
Median Sale Price	287,500	277,000	3.8%	280,000	250,000	12.0%
Total Active Residential Listings	134	107	25.2%	134	107	25.2%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	79	91	-13.2%	679	693	-2.0%
# Sales	67	86	-22.1%	516	579	-10.9%
Average Sale Price	324,836	250,152	29.9%	270,983	241,378	12.3%
Median Sale Price	245,000	211,200	16.0%	225,000	202,000	11.4%
Total Active Residential Listings	169	129	31.0%	169	129	31.0%
<b>GREEN COUNTY</b>						
# New Listings	43	38	13.2%	371	328	13.1%
# Sales	29	32	-9.4%	284	284	0.0%
Average Sale Price	273,584	367,718	-25.6%	335,169	306,963	9.2%
Median Sale Price	270,000	330,500	-18.3%	282,000	258,250	9.2%
Total Active Residential Listings	67	39	71.8%	67	39	71.8%
<b>GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES</b>						
# New Listings	93	83	12.0%	838	730	14.8%
# Sales	79	98	-19.4%	623	577	8.0%
Average Sale Price	348,010	293,975	18.4%	338,835	299,197	13.2%
Median Sale Price	255,000	236,000	8.1%	255,000	230,000	10.9%
Total Active Residential Listings	172	181	-5.0%	172	181	-5.0%
<b>ROCK COUNTY</b>						
# New Listings	208	188	10.6%	1,852	1,692	9.5%
# Sales	171	178	-3.9%	1,531	1,407	8.8%
Average Sale Price	291,890	278,651	4.8%	283,408	268,237	5.7%
Median Sale Price	273,000	250,000	9.2%	272,050	250,000	8.8%
Total Active Residential Listings	278	242	14.9%	278	242	14.9%
<b>SAUK COUNTY</b>						
# New Listings	83	83	0.0%	676	669	1.0%
# Sales	66	73	-9.6%	533	517	3.1%
Average Sale Price	415,133	322,196	28.8%	366,583	319,323	14.8%
Median Sale Price	339,950	284,900	19.3%	315,000	285,000	10.5%
Total Active Residential Listings	152	139	9.4%	152	139	9.4%
<b>18 COUNTY TOTAL</b>						
# New Listings	1,441	1,327	8.6%	13,534	12,273	10.3%
# Sales	1,188	1,283	-7.4%	10,697	10,258	4.3%
Average Sale Price	394,930	362,607	8.9%	392,737	363,433	8.1%
Median Sale Price	346,700	324,000	7.0%	350,000	325,000	7.7%
Total Active Residential Listings	2,533	1,939	30.6%	2,533	1,939	30.6%

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