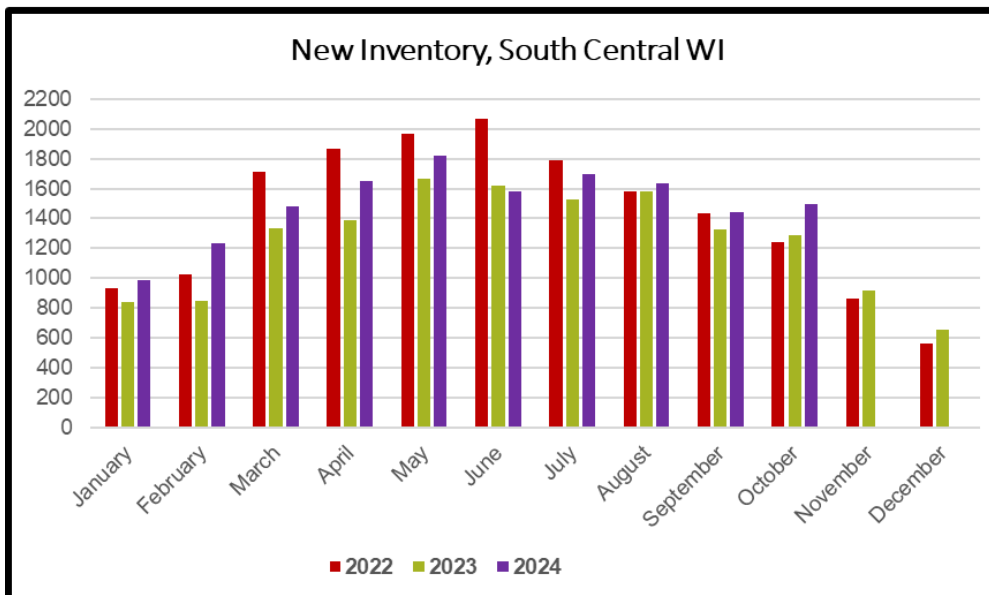
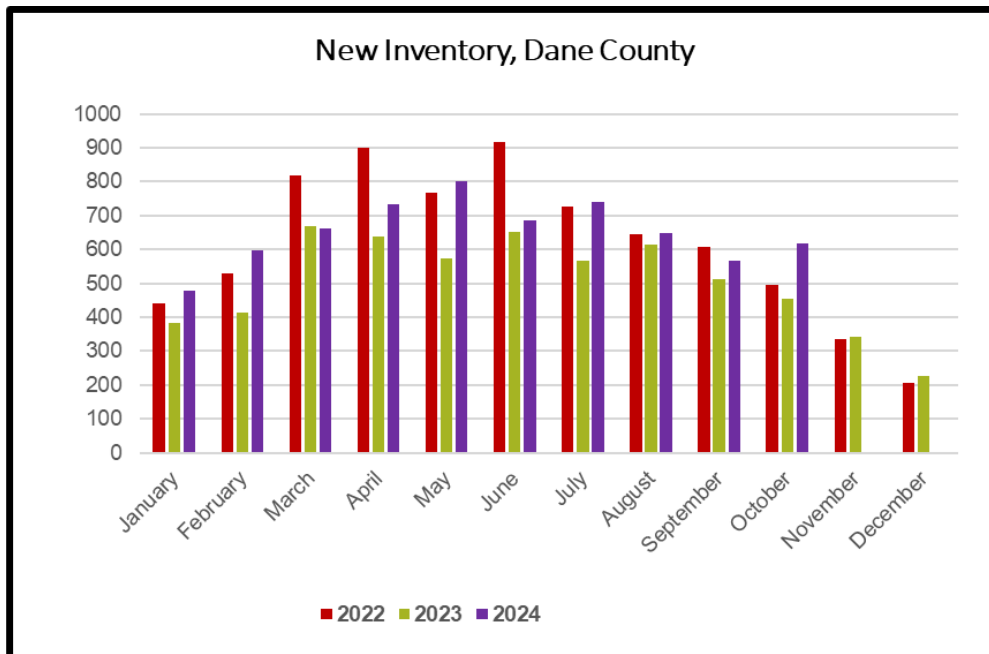


*South Central Wisconsin Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties

Inventory/Supply:

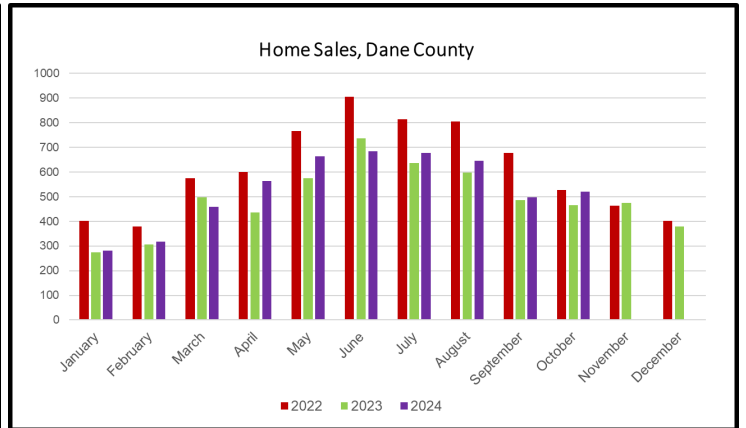
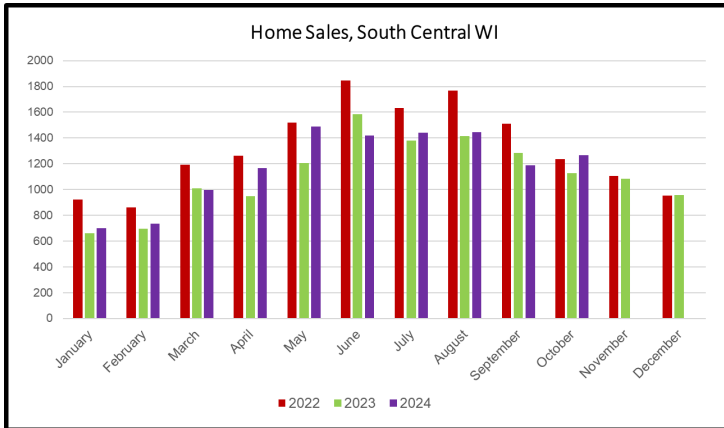
The October housing market shows signs of growth and stability across the 18-county region, with notable increases in inventory, supply, and sales compared to 2023. New listings are up 16.9% from last year, contributing to a 2.1 months' supply—16.7% higher than in October 2023. Total active listings also rose by 25%, indicating a more robust supply of available homes for buyers this fall.

The increase in both inventory and sales suggest opportunities for both buyers and sellers. With prices steady and supply improving, the market is positioned for a smooth transition into the end of the year.



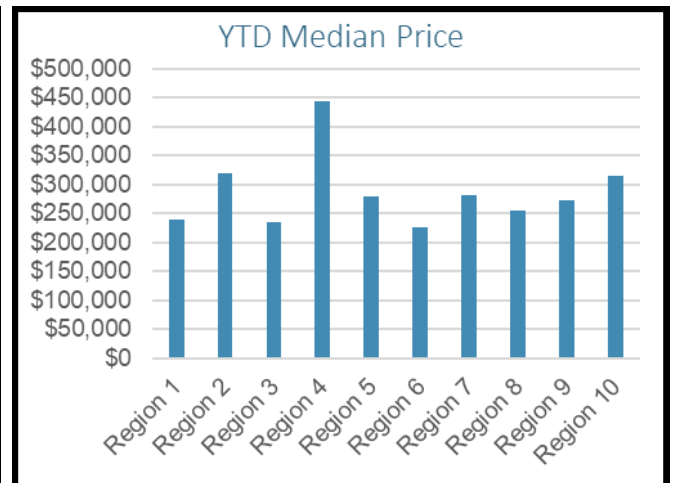
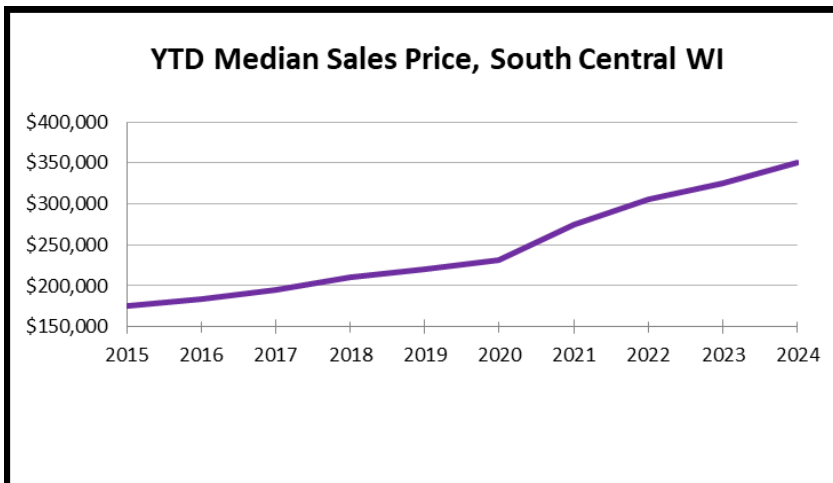
Home Sales:

Sales activity increased by 10.1% across the The South Central Wisconsin Region, reflecting strong buyer interest despite rising inventory. In Dane County, sales were up by 8.8%, indicating consistent demand in one of the region's key markets.



Home Prices:

The median home price rose by 9.4% compared to last year, though prices held steady month-over-month. This stability suggests price appreciation continues at a manageable pace without sudden spikes.



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)

	OCTOBER			JANUARY - OCTOBER		
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	140	156	-10.3%	1,454	1309	11.1%
# Sales	113	109	3.7%	1,054	990	6.5%
Average Sale Price	276,198	324,483	-14.9%	286,612	272,132	5.3%
Median Sale Price	254,000	244,900	3.7%	245,000	225,000	8.9%
Total Active Residential Listings	338	258	31.0%	338	258	31.0%
COLUMBIA COUNTY						
# New Listings	62	80	-22.5%	691	663	4.2%
# Sales	72	42	71.4%	531	503	5.6%
Average Sale Price	388,971	389,845	-0.2%	364,916	347,831	4.9%
Median Sale Price	350,000	315,500	10.9%	322,500	299,900	7.5%
Total Active Residential Listings	108	92	17.4%	108	92	17.4%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	65	67	-3.0%	502	525	-4.4%
# Sales	61	41	48.8%	411	414	-0.7%
Average Sale Price	338,369	264,473	27.9%	292,857	270,982	8.1%
Median Sale Price	260,000	211,750	22.8%	239,000	215,950	10.7%
Total Active Residential Listings	136	109	24.8%	136	109	24.8%
DANE COUNTY						
# New Listings	618	453	36.4%	5,916	5,711	3.6%
# Sales	519	477	8.8%	5,370	5,063	6.1%
Average Sale Price	481,005	453,697	6.0%	494,775	462,558	7.0%
Median Sale Price	440,000	398,000	10.6%	443,640	410,000	8.2%
Total Active Residential Listings	930	692	34.4%	930	692	34.4%
DODGE COUNTY						
# New Listings	103	74	39.2%	757	779	-2.8%
# Sales	73	66	10.6%	694	659	5.3%
Average Sale Price	319,803	294,594	8.6%	310,628	282,224	10.1%
Median Sale Price	275,000	267,500	2.8%	280,000	250,000	12.0%
Total Active Residential Listings	126	117	7.7%	126	117	7.7%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	77	76	1.3%	679	769	-11.7%
# Sales	65	61	6.6%	581	640	-9.2%
Average Sale Price	271,409	226,904	19.6%	271,013	239,999	12.9%
Median Sale Price	224,900	203,000	10.8%	225,000	202,500	11.1%
Total Active Residential Listings	165	126	31.0%	165	126	31.0%
GREEN COUNTY						
# New Listings	43	36	19.4%	371	364	1.9%
# Sales	34	32	6.3%	319	316	0.9%
Average Sale Price	312,012	297,996	4.7%	331,901	306,055	8.4%
Median Sale Price	250,450	246,500	1.6%	277,900	255,000	9.0%
Total Active Residential Listings	79	53	49.1%	79	53	49.1%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	93	88	5.7%	931	818	13.8%
# Sales	83	61	36.1%	708	638	11.0%
Average Sale Price	336,686	399,154	-15.7%	338,413	308,754	9.6%
Median Sale Price	229,000	200,000	14.5%	253,250	225,750	12.2%
Total Active Residential Listings	171	178	-3.9%	171	178	-3.9%
ROCK COUNTY						
# New Listings	205	202	1.5%	2,057	1,894	8.6%
# Sales	176	179	-1.7%	1,712	1,586	7.9%
Average Sale Price	288,959	265,170	9.0%	283,649	267,891	5.9%
Median Sale Price	264,950	250,000	6.0%	271,000	250,000	8.4%
Total Active Residential Listings	305	245	24.5%	305	245	24.5%
SAUK COUNTY						
# New Listings	92	58	58.6%	768	727	5.6%
# Sales	69	81	-14.8%	603	598	0.8%
Average Sale Price	372,758	302,946	23.0%	367,020	317,105	15.7%
Median Sale Price	350,000	280,000	25.0%	316,000	285,000	10.9%
Total Active Residential Listings	146	133	9.8%	146	133	9.8%
18 COUNTY TOTAL						
# New Listings	1,498	1,290	16.1%	14,126	13,559	4.2%
# Sales	1,265	1,149	10.1%	11,983	11,407	5.0%
Average Sale Price	383,789	363,944	5.5%	391,767	363,485	7.8%
Median Sale Price	350,000	320,000	9.4%	350,000	325,000	7.7%
Total Active Residential Listings	2,504	2,003	25.0%	2,504	2,003	25.0%

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