

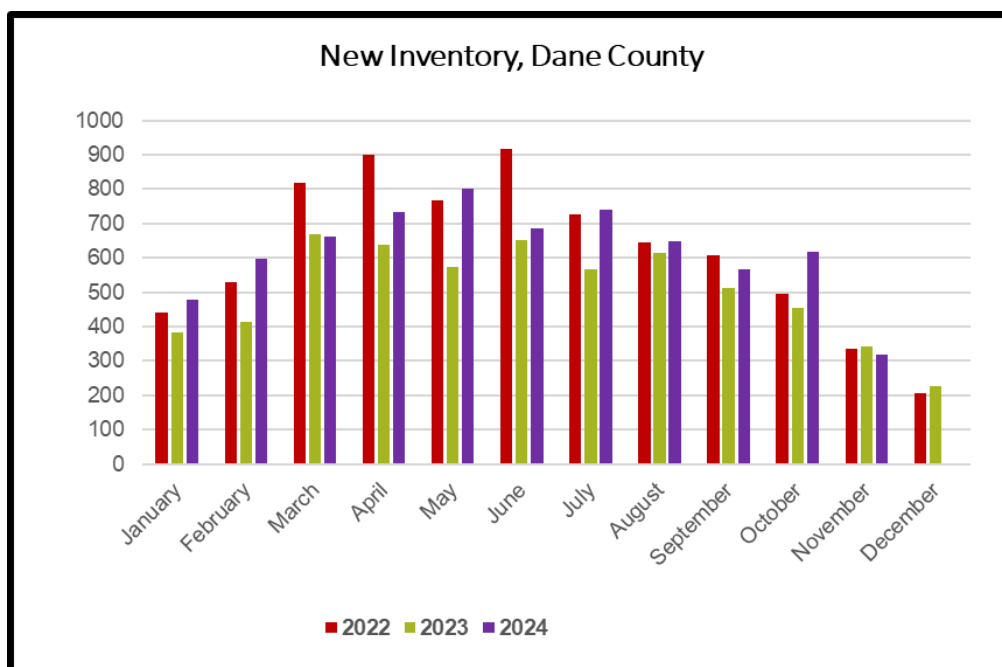
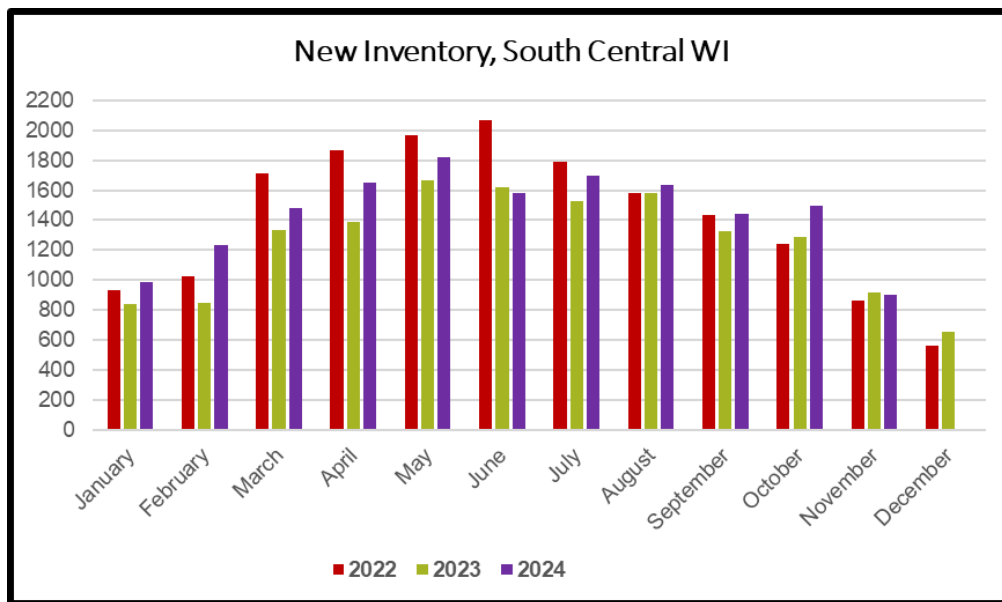
*South Central Wisconsin Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties

Inventory/Supply:

The November housing market across the 18-county region reflects a mix of steady sales activity and notable growth in inventory, with home prices continuing to rise year-over-year.

While new listings were down slightly across the South Central Wisconsin Region by 3.1%, and down 12.7% in Dane County, total active residential listings increased significantly, up 39.9% compared to November 2023.

The combination of rising inventory and steady sales suggests a resilient market where buyers have more opportunities, and sellers continue to benefit from rising prices.





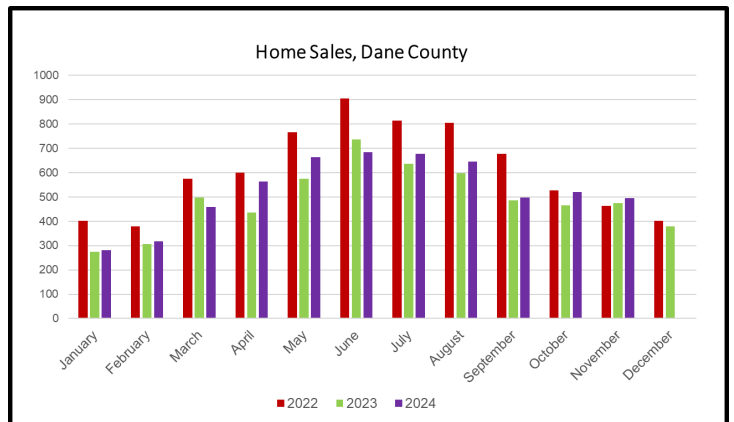
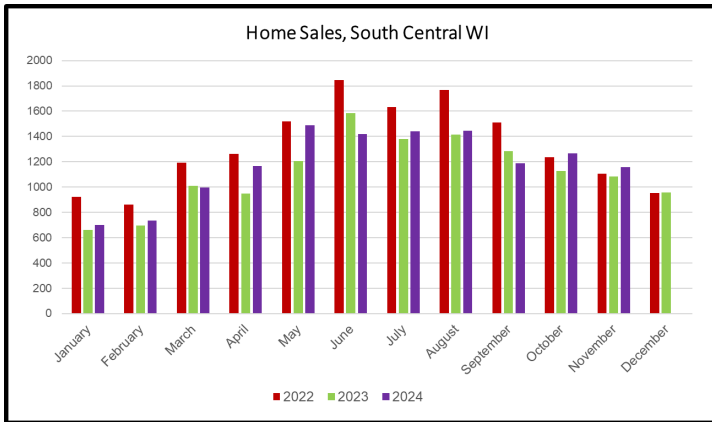
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REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN



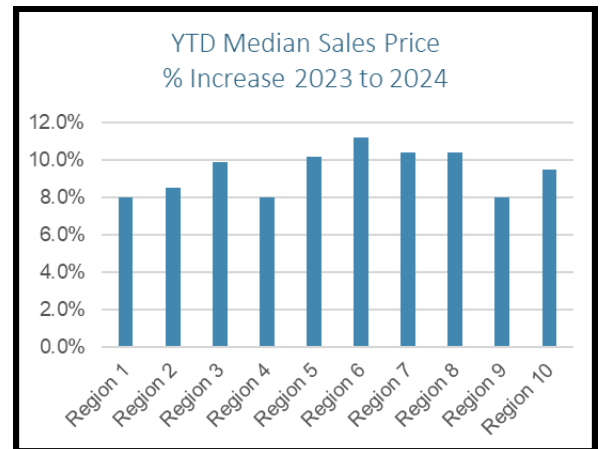
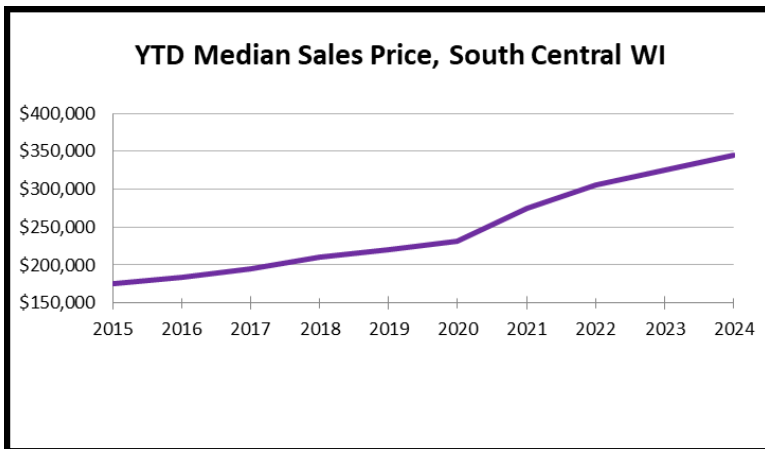
Home Sales:

Despite fewer new listings, sales increased by 5.8% across the region. In Dane County, sales increased by 4.0%. These year-over-year increases demonstrate continued strong buyer demand.



Home Prices:

The average sale price rose by 4.9% over November of 2023, while the median sale price climbed 7.8% year-over-year, showcasing continued price appreciation.



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)

	NOVEMBER			JANUARY - NOVEMBER		
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
ADAMS / JUNEAU / MONROE						
# New Listings	98	70	40.0%	1,572	1,386	13.4%
# Sales	98	106	-7.5%	1,152	1,096	5.1%
Average Sale Price	308,092	273,024	12.8%	284,913	272,218	4.7%
Median Sale Price	267,450	205,000	30.5%	243,000	224,900	8.0%
Total Active Residential Listings	325	248	31.0%	325	248	31.0%
COLUMBIA COUNTY						
# New Listings	43	38	13.2%	735	702	4.7%
# Sales	53	52	1.9%	584	555	5.2%
Average Sale Price	388,241	301,693	28.7%	367,033	343,508	6.8%
Median Sale Price	315,000	269,000	17.1%	320,000	295,000	8.5%
Total Active Residential Listings	119	99	20.2%	119	99	20.2%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	46	55	-16.4%	625	596	4.9%
# Sales	50	54	-7.4%	461	468	-1.5%
Average Sale Price	278,456	314,438	-11.4%	291,295	275,996	5.5%
Median Sale Price	235,000	235,000	0.0%	239,000	217,500	9.9%
Total Active Residential Listings	128	110	16.4%	128	110	16.4%
DANE COUNTY						
# New Listings	317	363	-12.7%	7,088	6,467	9.6%
# Sales	496	477	4.0%	5,874	5,541	6.0%
Average Sale Price	481,527	461,281	4.4%	493,803	462,504	6.8%
Median Sale Price	438,950	412,500	6.4%	443,000	410,000	8.0%
Total Active Residential Listings	891	686	29.9%	891	686	29.9%
DODGE COUNTY						
# New Listings	55	66	-16.7%	942	874	7.8%
# Sales	78	60	30.0%	773	719	7.5%
Average Sale Price	324,828	317,308	2.4%	311,932	285,151	9.4%
Median Sale Price	309,750	277,450	11.6%	281,000	255,000	10.2%
Total Active Residential Listings	142	114	24.6%	142	114	24.6%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	52	50	4.0%	827	829	-0.2%
# Sales	59	59	0.0%	643	699	-8.0%
Average Sale Price	316,385	336,344	-5.9%	275,079	248,131	10.9%
Median Sale Price	271,000	225,000	20.4%	228,000	205,000	11.2%
Total Active Residential Listings	169	137	23.4%	169	137	23.4%
GREEN COUNTY						
# New Listings	30	24	25.0%	460	402	14.4%
# Sales	31	29	6.9%	351	346	1.4%
Average Sale Price	395,437	273,759	44.4%	339,131	303,503	11.7%
Median Sale Price	310,000	279,000	11.1%	285,000	258,250	10.4%
Total Active Residential Listings	78	51	52.9%	78	51	52.9%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES						
# New Listings	72	56	28.6%	1015	879	15.5%
# Sales	59	58	1.7%	768	696	10.3%
Average Sale Price	413,451	398,595	3.7%	344,097	316,241	8.8%
Median Sale Price	255,000	252,500	1.0%	254,000	230,000	10.4%
Total Active Residential Listings	177	159	11.3%	177	159	11.3%
ROCK COUNTY						
# New Listings	134	154	-13.0%	2,222	2,063	7.7%
# Sales	162	154	5.2%	1,876	1,740	7.8%
Average Sale Price	279,999	263,569	6.2%	283,319	267,509	5.9%
Median Sale Price	253,500	254,450	-0.4%	270,000	250,000	8.0%
Total Active Residential Listings	266	260	2.3%	266	260	2.3%
SAUK COUNTY						
# New Listings	59	58	1.7%	833	789	5.6%
# Sales	72	45	60.0%	678	643	5.4%
Average Sale Price	351,761	392,762	-10.4%	365,754	322,399	13.4%
Median Sale Price	304,000	309,500	-1.8%	316,000	288,700	9.5%
Total Active Residential Listings	156	134	16.4%	156	134	16.4%
18 COUNTY TOTAL						
# New Listings	905	934	-3.1%	16,314	14,987	8.9%
# Sales	1,157	1,094	5.8%	13,158	12,503	5.2%
Average Sale Price	392,923	374,629	4.9%	391,979	364,492	7.5%
Median Sale Price	345,000	320,000	7.8%	350,000	325,000	7.7%
Total Active Residential Listings	3,231	2,310	39.9%	3,231	2,310	39.9%

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