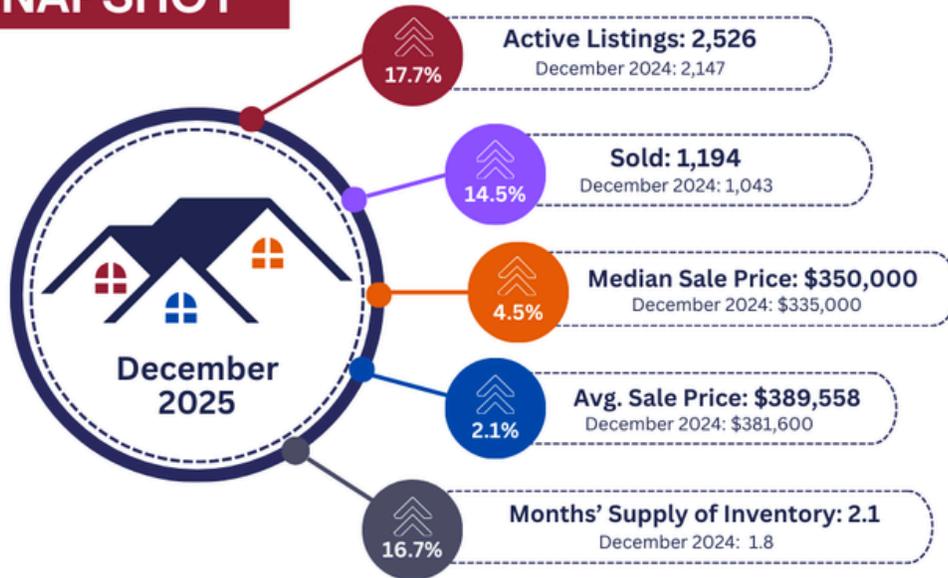


MARKET SNAPSHOT
SCWMLS 18-County Region


Data for Single Family & Condo Properties in the South Central Wisconsin MLS Region

MARKET SNAPSHOT
Dane County


Data for Single Family & Condo Properties in Dane County Wisconsin



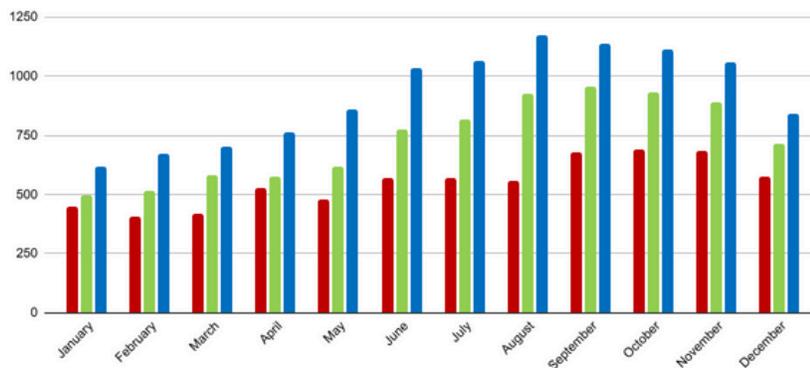
*South Central Wisconsin Region: Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon & Waushara Counties



Inventory / Months of Supply

Inventory conditions remain tight across South Central Wisconsin. December 2025 months of supply remained near 1.3 months, up slightly from roughly 1.2 months one year earlier, but still well below the level considered a balanced market. This marginal year-over-year increase suggests some easing on the supply side; however, overall conditions continue to favor sellers and support price stability.

Active Inventory, Dane County

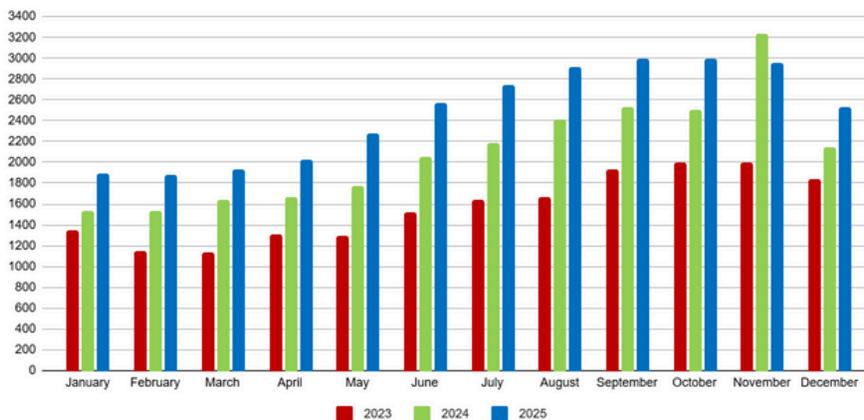


New Listings (December 2025)

2023 2024 2025

New listing activity remains constrained. December 2025 recorded 647 new listings, compared to 623 listings in December 2024, representing a 3.9% year-over-year increase. While this modest gain suggests some incremental improvement in seller participation, overall listing levels remain well below historical norms, continuing to limit buyer options and contribute to tight market conditions.

Active Inventory, South Central WI



South Central Wisconsin County Regions:

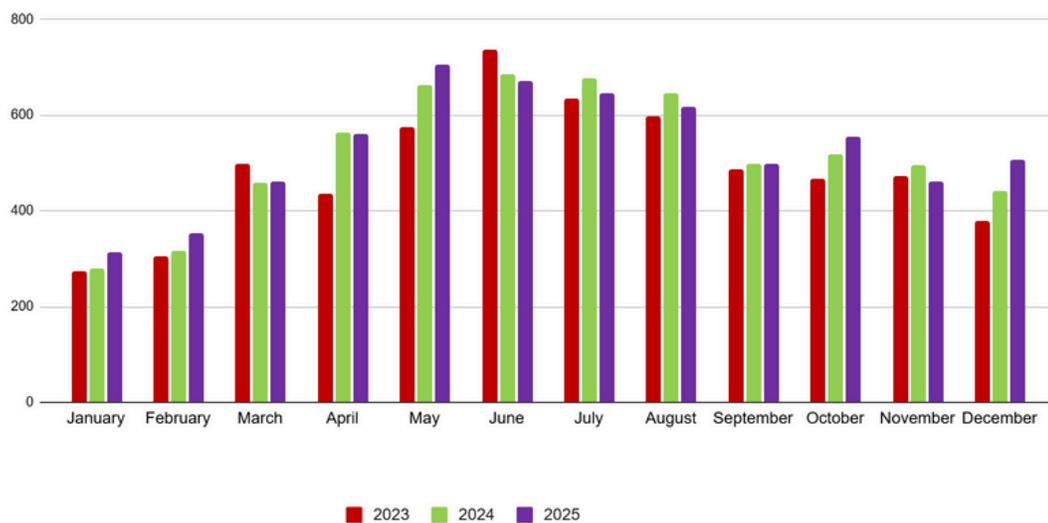
- Region 1 – Adams, Juneau, Monroe
- Region 2 – Columbia
- Region 3 – Crawford, Richland, Vernon
- Region 4 – Dane
- Region 5 – Dodge
- Region 6 – Grant, Iowa, Lafayette
- Region 7 – Green
- Region 8 – Green Lake, Marquette, Waushara
- Region 9 – Rock
- Region 10 – Sauk

Closed Sales

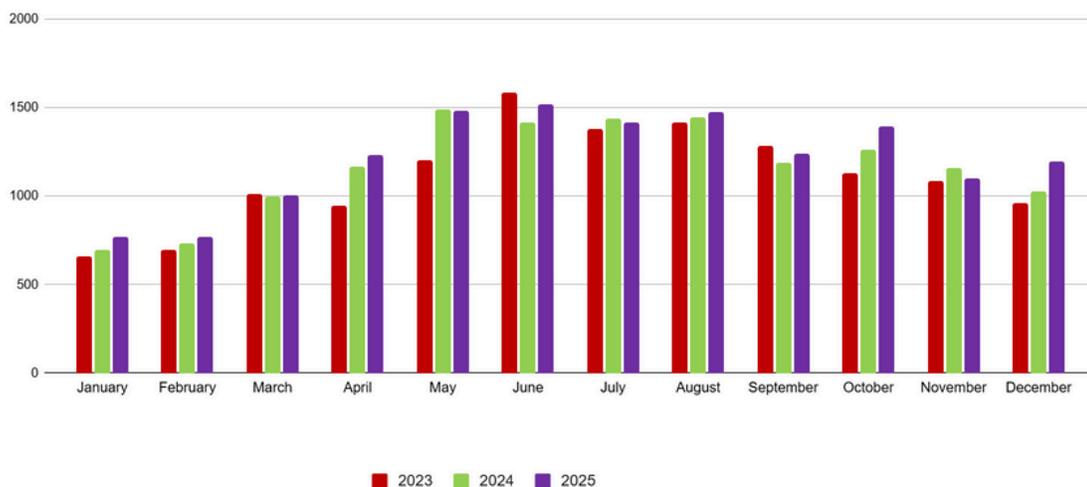
Closed sales activity reflects ongoing affordability and financing challenges, though demand remains present. December 2025 saw 1,030 closed sales across South Central Wisconsin, up from 959 sales in December 2024, a 7.4% year-over-year increase.

For the full year, 2025 closed with approximately 2,526 total sales, indicating that while annual volumes remain below peak pandemic-era levels, transactional activity has stabilized and improved modestly compared to 2024.

Home Sales, Dane County



Home Sales, South Central WI



South Central Wisconsin County Regions:

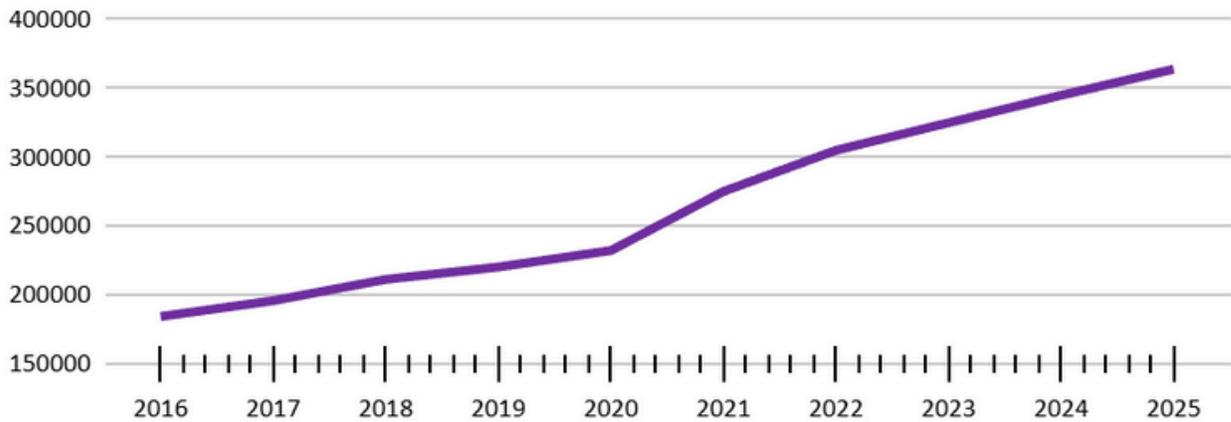
- | | |
|---------------------------------------|--|
| Region 1 – Adams, Juneau, Monroe | Region 6 – Grant, Iowa, Lafayette |
| Region 2 – Columbia | Region 7 – Green |
| Region 3 – Crawford, Richland, Vernon | Region 8 – Green Lake, Marquette, Waushara |
| Region 4 – Dane | Region 9 – Rock |
| Region 5 – Dodge | Region 10 – Sauk |

*The median sale price measures the price at which half of the homes sold for more and half sold for less.

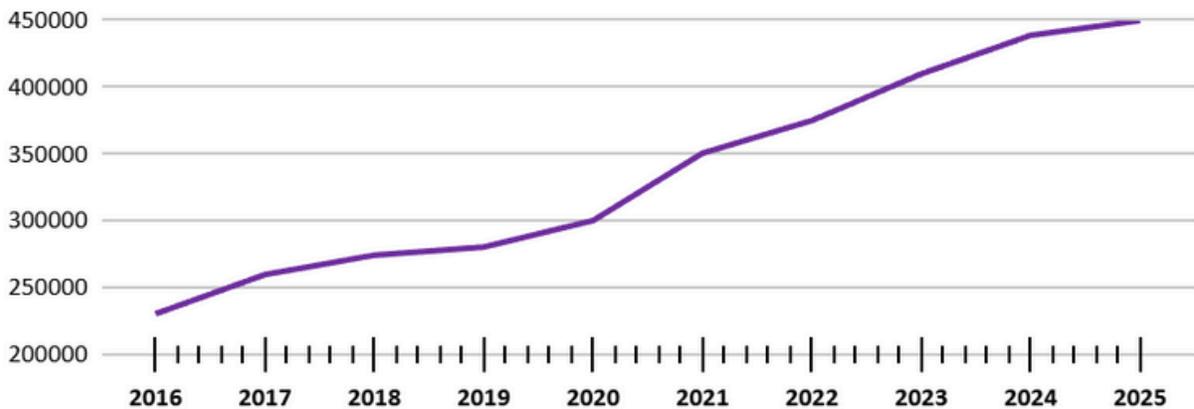
Median Sale Price (YTD)

The year-to-date median sale price for South Central Wisconsin reached \$364,000 in 2025, up from \$345,000 in 2024, reflecting a 5.5% annual increase. While the pace of appreciation has slowed compared to earlier post-pandemic years, prices continue to trend upward, supported by limited inventory and steady buyer demand. This sustained price growth indicates that home values remain resilient across the region as the market heads into year-end.

YTD Median Sales Price, South Central WI



YTD Median Sales Price, Dane County



*The median sale price measures the price at which half of the homes sold for more and half sold for less.



RASCW

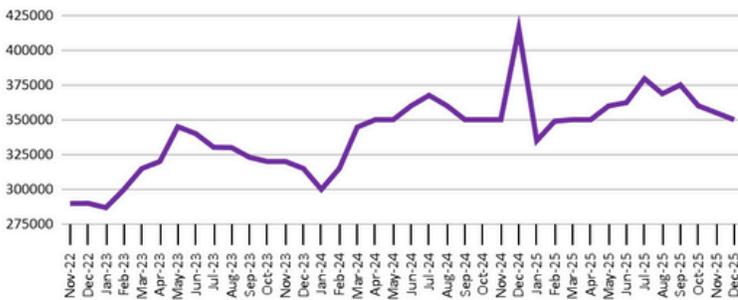
REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN



Monthly Median Sale Price (December 2025)

The December 2025 median sale price was approximately \$360,000, up from about \$350,000 in December 2024, representing a year-over-year increase of roughly 3%. While monthly pricing can fluctuate seasonally due to lower sales volume and shifts in the mix of homes sold, December's median price continues to reflect underlying strength in the market. Even as buyer activity moderates at year-end, limited inventory and continued competition for well-positioned homes are helping support monthly price levels.

Monthly Median Sales Price, South Central WI



Monthly Median Sales Price, Dane County



Days on Market

Homes continue to sell relatively quickly compared to historical averages. Although marketing times have lengthened slightly from the fastest periods of the market, properties are still moving efficiently when priced appropriately.

Overall Market Summary

The South Central Wisconsin housing market continues to transition toward a more balanced pace while remaining fundamentally strong. Modest improvements in new listings and closed sales have not been sufficient to materially loosen inventory, and pricing remains resilient. Limited supply, steady demand, and firm home values continue to define market conditions as 2025 concludes.

*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)

	DECEMBER			JANUARY - DECEMBER		
ADAMS / JUNEAU / MONROE COUNTIES	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	60	87	-31.0%	1,831	1,664	10.0%
# Sales	132	99	33.3%	1,380	1,252	10.2%
Average Sale Price	274,655	299,468	-8.3%	299,947	285,766	5.0%
Median Sale Price	235,000	298,000	-21.1%	250,000	245,000	2.0%
Total Active Residential Listings	370	299	23.7%	370	299	23.7%
COLUMBIA COUNTY	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	37	34	8.8%	870	775	12.3%
# Sales	51	34	50.0%	681	621	9.7%
Average Sale Price	366,211	369,426	-0.9%	372,952	368,251	1.3%
Median Sale Price	350,000	266,500	31.3%	338,000	320,000	5.6%
Total Active Residential Listings	154	118	30.5%	154	118	30.5%
CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	31	27	14.8%	714	657	8.7%
# Sales	43	29	48.3%	546	492	11.0%
Average Sale Price	322,344	276,020	16.8%	342,621	290,070	18.1%
Median Sale Price	250,000	235,500	6.2%	261,000	238,500	9.4%
Total Active Residential Listings	143	122	17.2%	143	122	17.2%
DANE COUNTY	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	258	237	8.9%	7,756	7,485	3.6%
# Sales	506	447	13.2%	6,442	6,351	1.4%
Average Sale Price	480,465	479,689	0.2%	516,738	493,421	4.7%
Median Sale Price	431,500	415,000	4.0%	450,000	440,000	2.3%
Total Active Residential Listings	842	713	18.1%	842	713	18.1%
DODGE COUNTY	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	40	46	-13.0%	999	992	0.7%
# Sales	59	68	-13.2%	875	843	3.8%
Average Sale Price	359,376	308,408	16.5%	339,870	311,563	9.1%
Median Sale Price	312,000	280,500	11.2%	299,900	281,000	6.7%
Total Active Residential Listings	119	109	9.2%	119	109	9.2%
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	25	43	-41.9%	921	875	5.3%
# Sales	62	61	1.6%	759	706	7.5%
Average Sale Price	278,688	290,522	-4.1%	301,774	276,399	9.2%
Median Sale Price	213,000	240,000	-11.3%	250,000	229,500	8.9%
Total Active Residential Listings	137	152	-9.9%	137	152	-9.9%
GREEN COUNTY	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	23	20	15.0%	528	485	8.9%
# Sales	42	31	35.5%	399	384	3.9%
Average Sale Price	337,166	399,245	-15.5%	354,777	343,460	3.3%
Median Sale Price	262,500	360,000	-27.1%	285,000	289,450	-1.5%
Total Active Residential Listings	82	76	7.9%	82	76	7.9%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	44	31	41.9%	1,118	1,049	6.6%
# Sales	63	57	10.5%	824	827	-0.4%
Average Sale Price	384,834	324,486	18.6%	372,953	342,528	8.9%
Median Sale Price	288,480	255,000	13.1%	276,500	254,000	8.9%
Total Active Residential Listings	188	160	17.5%	188	160	17.5%
ROCK COUNTY	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	87	114	-23.7%	2,433	2,212	10.0%
# Sales	163	171	-4.7%	2,072	2,050	1.1%
Average Sale Price	324,721	289,745	12.1%	307,313	284,008	8.2%
Median Sale Price	280,000	256,000	9.4%	283,750	269,900	5.1%
Total Active Residential Listings	313	250	25.2%	313	250	25.2%
SAUK COUNTY	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	42	34	23.5%	1,001	877	14.1%
# Sales	73	46	58.7%	814	725	12.3%
Average Sale Price	320,658	310,075	3.4%	364,343	362,316	0.6%
Median Sale Price	305,000	279,000	9.3%	320,000	315,000	1.6%
Total Active Residential Listings	178	148	20.3%	178	148	20.3%
18 COUNTY TOTAL	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
# New Listings	647	673	-3.9%	18,171	17,071	6.4%
# Sales	1,194	1,043	14.5%	14,792	14,251	3.8%
Average Sale Price	389,558	381,600	2.1%	411,874	391,603	5.2%
Median Sale Price	350,000	335,000	4.5%	364,000	349,900	4.0%
Total Active Residential Listings	2,526	2,147	17.7%	2,526	2,147	17.7%

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