



Market Statistics: January-August 2023

Home Sales:

Sales across the entire region served by SCWMLS have decreased by 18.8%, with a 22.3% decline in Dane County. In both cases, the drop is likely due to a decrease in new listings, which are down 15.6% in the full region and 18.9% in Dane County.



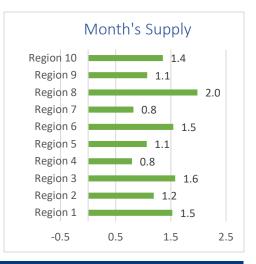
Interest Rates: August 31, 2023, 7.18% for a 30-year fixed

Mortgage rates leveled off slightly at the end of August but remain elevated. Despite continued high rates, low inventory is keeping house prices steady. Recent volatility makes it difficult to forecast where rates will go next, but it might be easier to gauge as the Federal Reserve determines their next steps regarding interest rate hikes in September.

Supply:

The term 'months of supply' refers to the time it would take to sell all current listings in the market at the ongoing sales rate, assuming no new homes are added. It measures the balance between supply, represented by listings, and demand, represented by sales.

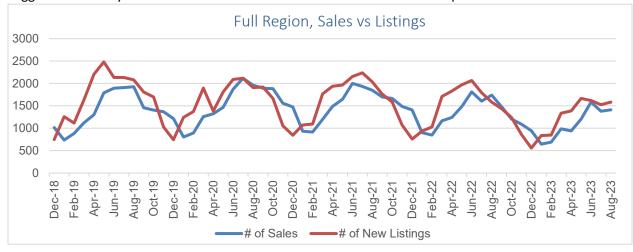
While some counties are beginning to see a slight increase in supply, it's still low compared to what's considered a 'balanced market.' A housing supply of less than 1 month in Dane County indicates a vibrant market with demand significantly outweighing supply.





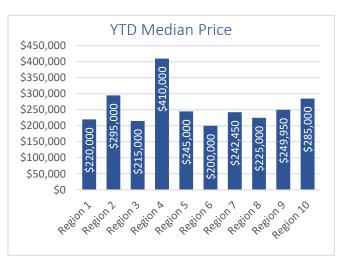


Over the past few years, the number of new listings has closely paralleled the number of sales. This suggests that many homes listed in one month are often sold in the subsequent month.



Home Prices:

The median sales price for homes in the entire region currently stands at \$325,000, marking a notable increase of 5.3% year-to-date compared to 2022. Dane County mirrors this positive trajectory, where the median home price reached an impressive \$410,000 year-todate as of September. These figures not only highlight the region's robust real estate momentum but also underscore the rising demand for homes in both the broader region and specific locales like Dane County.



Legend:

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

		AUGUST	5-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0	(Including Condos) JANUARY - AUGUST		
ADAMS / JUNEAU / MONROE	2022		Change			
# New Listings	<u>2023</u> 153	<u>2022</u> 163	<u>Change</u> -6.1%	<u>2023</u> 1,018	<u>2022</u> 1,163	<u>Change</u> -12.5%
# New Listings # Sales	133	152	-3.9%	757	927	-12.5%
Average Sale Price	289,753	250,516	-3.9 <i>%</i> 15.7%	264,022	244,959	-18.3%
Median Sale Price	247,500	200,000	23.8%	220,000	200,000	10.0%
Total Active Residential Listings	247,500	200,000	-8.8%	220,000	200,000	-8.8%
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	<u>2023</u>	<u>2022</u>	Change	<u>2023</u>	<u>2022</u>	Change
# New Listings # Sales	80 67	74 100	8.1%	524 385	550 431	-4.7% -10.7%
# Sales Average Sale Price	341,057	325,335	-33.0% 4.8%	365 341,295	431 315,020	-10.7%
Median Sale Price	310,000	297,500	4.2%	295,000	275,000	7.3%
Total Active Residential Listings	79	92	-14.1%	233,000	273,000 92	-14.1%
CRAWFORD / RICHLAND / VERNON COUNTIES # New Listings	<u>2023</u> 70	<u>2022</u> 73	<u>Change</u> -4.1%	<u>2023</u> 403	<u>2022</u> 497	<u>Change</u> -18.9%
# New Listings # Sales	42	64	-34.4%	315	367	-14.2%
Average Sale Price	245,650	255,295	-3.8%	268,418	274,110	-2.1%
Median Sale Price	188,000	209,250	-10.2%	215,000	200,000	7.5%
Total Active Residential Listings	84	129	-34.9%	84	129	-34.9%
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DANE COUNTY # New Listings	<u>2023</u> 614	<u>2022</u> 646	<u>Change</u> -5.0%	<u>2023</u>	<u>2022</u> 5 910	<u>Change</u> -18.3%
# New Listings # Sales	614 597	646 805	-5.0% -25.8%	4,745 4,077	5,810 5,245	-18.3%
# sales Average Sale Price	597 464,254	805 436,479	-25.8% 6.4%	4,077 461,511	5,245 428,988	-22.3% 7.6%
Average Sale Price Median Sale Price	464,254 413,654	436,479 399,900	6.4% 3.4%	401,511 410,000	428,988 389,000	7.6% 5.4%
Total Active Residential Listings	413,054	399,900 676	-17.3%	410,000	389,000 676	-17.3%
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DODGE COUNTY	<u>2023</u>	<u>2022</u>	Change	<u>2023</u>	<u>2022</u>	Change
# New Listings	89	79	12.7%	627	722	-13.2%
# Sales	97	88	10.2%	513	637	-19.5%
Average Sale Price	294,831	258,714	14.0%	277,239	266,672	4.0%
Median Sale Price	260,000	220,500	17.9%	245,000	224,000	9.4%
Total Active Residential Listings	93	85	9.4%	93	85	9.4%
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	90	97	-7.2%	602	727	-17.2%
# Sales	82	72	13.9%	491	524	-6.3%
Average Sale Price	240,692	272,275	-11.6%	239,619	245,208	-2.3%
Median Sale Price	207,000	203,000	2.0%	200,000	194,250	3.0%
Total Active Residential Listings	115	132	-12.9%	115	132	-12.9%
GREEN COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	Change
# New Listings	36	54	-33.3%	290	355	-18.3%
# Sales	37	46	-19.6%	250	288	-13.2%
Average Sale Price	330,924	320,043	3.4%	299,516	309,197	-3.1%
Median Sale Price	316,000	296,750	6.5%	242,450	281,000	-13.7%
Total Active Residential Listings	32	57	-43.9%	32	57	-43.9%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2023</u>	<u>2022</u>	Change	<u>2023</u>	<u>2022</u>	Change
# New Listings	122	103	18.4%	647	755	-14.3%
# Sales	87	97	10.20/	470	572	-16.4%
Average Sale Price			-10.3%	478		
- · · · · · · · · · · · · · · · · · · ·		304,724	-10.3%			
Median Sale Price	260,559	304,724	-14.5%	300,433	276,561	8.6%
	260,559 218,800	304,724 239,900	-14.5% -8.8%	300,433 225,000	276,561 211,500	8.6% 6.4%
Total Active Residential Listings	260,559 218,800 159	304,724 239,900 157	-14.5% -8.8% 1.3%	300,433 225,000 159	276,561 211,500 157	8.6% 6.4% 1.3%
Total Active Residential Listings ROCK COUNTY	260,559 218,800 159 <u>2023</u>	304,724 239,900 157 <u>2022</u>	-14.5% -8.8% 1.3% <u>Change</u>	300,433 225,000 159 <u>2023</u>	276,561 211,500 157 <u>2022</u>	8.6% 6.4% 1.3% <u>Change</u>
Total Active Residential Listings ROCK COUNTY # New Listings	260,559 218,800 159 <u>2023</u> 223	304,724 239,900 157 <u>2022</u> 205	-14.5% -8.8% 1.3% <u>Change</u> 8.8%	300,433 225,000 159 <u>2023</u> 1,504	276,561 211,500 157 <u>2022</u> 1,718	8.6% 6.4% 1.3% <u>Change</u> -12.5%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales	260,559 218,800 159 2023 223 182	304,724 239,900 157 <u>2022</u> 205 259	-14.5% -8.8% 1.3% Change 8.8% -29.7%	300,433 225,000 159 2023 1,504 1,222	276,561 211,500 157 <u>2022</u> 1,718 1,471	8.6% 6.4% 1.3% <u>Change</u> -12.5% -16.9%
Median Sale Price Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price	260,559 218,800 159 2023 223 182 267,438	304,724 239,900 157 2022 205 259 273,912	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4%	300,433 225,000 159 <u>2023</u> 1,504 1,222 267,194	276,561 211,500 157 2022 1,718 1,471 249,670	8.6% 6.4% 1.3% <u>Change</u> -12.5% -16.9% 7.0%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price	260,559 218,800 159 2023 223 182 267,438 256,750	304,724 239,900 157 2022 205 259 273,912 250,000	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950	276,561 211,500 157 2022 1,718 1,471 249,670 230,000	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings	260,559 218,800 159 2023 223 182 267,438 256,750 218	304,724 239,900 157 205 259 273,912 250,000 231	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218	276,561 211,500 157 <u>2022</u> 1,718 1,471 249,670 230,000 231	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings SAUK COUNTY	260,559 218,800 159 223 223 182 267,438 256,750 218 <u>2023</u>	304,724 239,900 157 2022 205 259 273,912 250,000 231 <u>2022</u>	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023	276,561 211,500 157 <u>2022</u> 1,718 1,471 249,670 230,000 231 <u>2022</u>	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% Change
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings SAUK COUNTY # New Listings	260,559 218,800 159 223 223 182 267,438 256,750 218 2023 105	304,724 239,900 157 2022 205 259 273,912 250,000 231 2022 90	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7%	300,433 225,000 159 <u>2023</u> 1,504 1,222 267,194 249,950 218 <u>2023</u> 586	276,561 211,500 157 2022 1,718 1,471 249,670 230,000 231 2022 667	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% Change -12.1%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings SAUK COUNTY # New Listings # Sales	260,559 218,800 159 2023 223 182 267,438 256,750 218 2023 105 76	304,724 239,900 157 2022 205 259 273,912 250,000 231 2022 90 84	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7% -9.5%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023 586 442	276,561 211,500 157 <u>2022</u> 1,718 1,471 249,670 230,000 231 <u>2022</u> 667 539	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% Change -12.1% -18.0%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Total Active Residential Listings SAUK COUNTY # New Listings # Sales Average Sale Price	260,559 218,800 159 2023 223 182 267,438 256,750 218 2023 105 76 314,771	304,724 239,900 157 2022 205 259 273,912 250,000 231 2022 90 84 316,655	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7% -9.5% -0.6%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023 586 442 319,225	276,561 211,500 157 <u>2022</u> 1,718 1,471 249,670 230,000 231 <u>2022</u> 667 539 303,750	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% Change -12.1% -18.0% 5.1%
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Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings SAUK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings	260,559 218,800 159 2023 223 182 267,438 256,750 218 2023 105 76 314,771 274,450 108	304,724 239,900 157 205 259 273,912 250,000 231 <u>2022</u> 90 84 316,655 287,500 93	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7% -9.5% -0.6% -4.5% 16.1%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023 586 442 319,225 285,000 108	276,561 211,500 157 <u>2022</u> 1,718 1,471 249,670 230,000 231 <u>2022</u> 667 539 303,750 270,000 93	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% -12.1% -12.1% 5.1% 5.6% 16.1%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings SAUK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings B COUNTY TOTAL	260,559 218,800 159 2023 223 182 267,438 256,750 218 2023 105 76 314,771 274,450 108 2023	304,724 239,900 157 2022 205 259 273,912 250,000 231 250,000 231 <u>2022</u> 90 84 316,655 287,500 93 <u>2022</u>	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7% -9.5% -0.6% -4.5% 16.1% Change	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023 586 442 319,225 285,000 108 2023	276,561 211,500 157 2022 1,718 1,471 249,670 230,000 231 2022 667 539 303,750 270,000 93 2022	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% -12.1% -18.0% 5.1% 5.6% 16.1% Change
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Total Active Residential Listings SAUK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings IB COUNTY TOTAL # New Listings # Sales	260,559 218,800 159 2023 223 182 267,438 256,750 218 2023 105 76 314,771 274,450 108 2023 1,582	304,724 239,900 157 2022 205 259 273,912 250,000 231 250,000 231 2022 90 84 316,655 287,500 93 2022 1,584	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7% -9.5% -0.6% -4.5% 16.1% Change -0.1%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023 586 442 319,225 285,000 108 2023 10,946	276,561 211,500 157 <u>2022</u> 1,718 1,471 249,670 230,000 231 <u>2022</u> 667 539 303,750 270,000 93 <u>2022</u> 12,964	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% -12.1% -18.0% 5.1% 5.6% 16.1% Change -15.6%
Total Active Residential Listings ROCK COUNTY # New Listings # Sales Average Sale Price Total Active Residential Listings SAUK COUNTY # New Listings # Sales Average Sale Price Median Sale Price Total Active Residential Listings I8 COUNTY TOTAL # New Listings # Sales #	260,559 218,800 159 2023 223 182 267,438 256,750 218 2023 105 76 314,771 274,450 108 2023 1,582 1,413	304,724 239,900 157 205 259 273,912 250,000 231 250,000 231 <u>2022</u> 90 84 316,655 287,500 93 <u>2022</u> 1,584 1,767	-14.5% -8.8% 1.3% Change 8.8% -29.7% -2.4% 2.7% -5.6% Change 16.7% -9.5% -0.6% -4.5% 16.1% Change -0.1% -20.0%	300,433 225,000 159 2023 1,504 1,222 267,194 249,950 218 2023 586 442 319,225 285,000 108 2023 10,946 8,930	276,561 211,500 157 2022 1,718 1,471 249,670 230,000 231 2022 667 539 303,750 270,000 93 2022 12,964 11,001	8.6% 6.4% 1.3% Change -12.5% -16.9% 7.0% 8.7% -5.6% -12.1% -18.0% 5.6% 16.1% Change -15.6% -18.8%
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South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

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