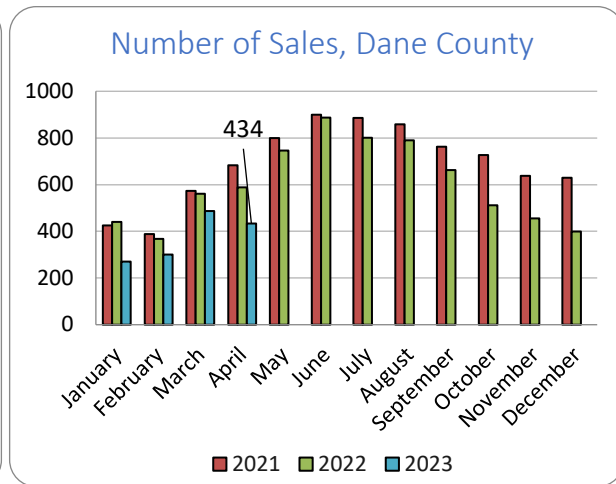
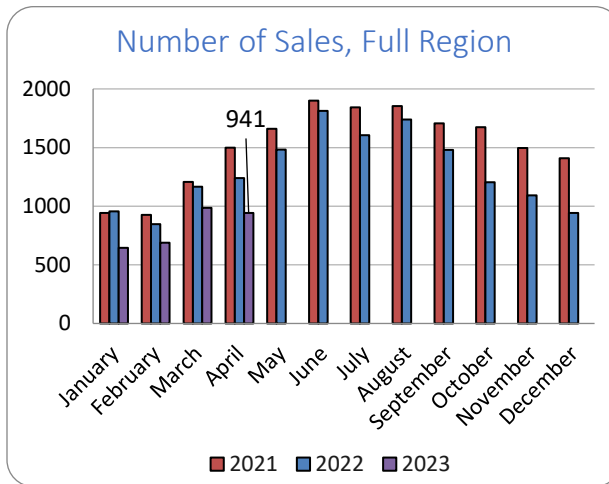


## Market Statistics: January-April 2023

### Home Sales & Inventory:

With another month of declined sales as compared with 2022 in both Dane County and the full region, some may speculate that it has begun to affect sellers, but that hasn't been the case. Limited inventory is instead creating competition among buyers and bolstering list to sales price ratios.

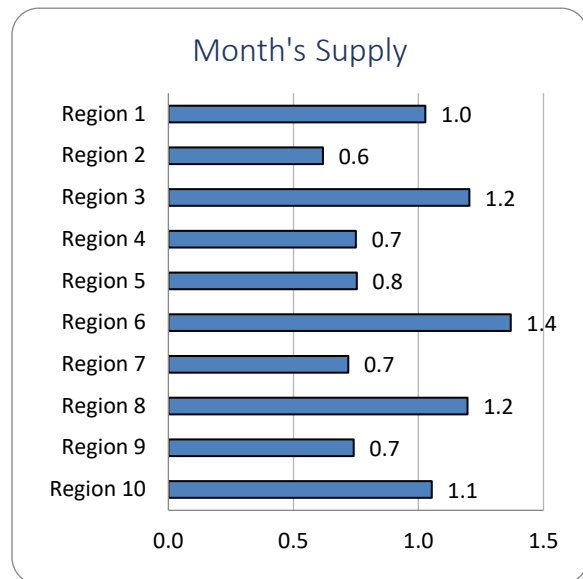


Although across the region the number of new listings through April (4,534) has outpaced supply (3,290), total supply remains tight. A balanced market will have between 3 and 6 months' supply, yet our region hovers around 1 month.

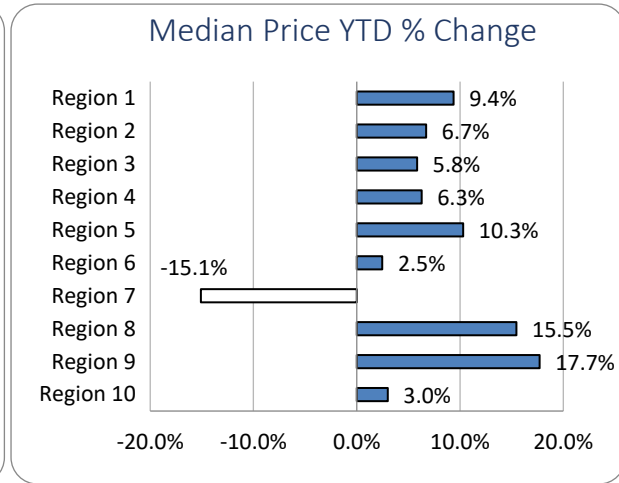
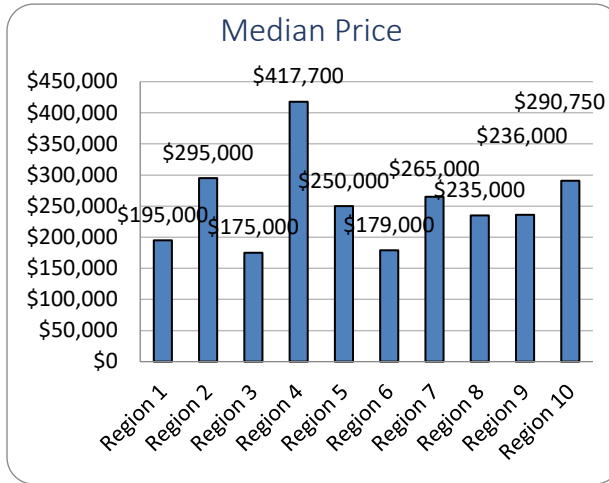
Dane County has under 1 month's supply, which causes increased competition.

### Home Prices:

Year-to-date, across South Central Wisconsin, the median sales price through April has increased 6.9%. Dane County's Median Sales Price's increase has been more than some counties during the height of the market and it remains strong at 6.3%.



Green County has experienced a weakening of the median sales price with a year-to-date reduction of 15.1%. It is not clear if that is due to more sales at a lower price point as opposed to significant price reductions.



### Interest Rates: April 27, 2023, 6.43% for a 30-year fixed

The 30-year fixed-rate mortgage increased modestly for the second straight week, but with the rate of inflation decelerating, rates should gently decline over the course of 2023. Incoming data suggest the housing market has stabilized from a sales and house price perspective. The prospect of lower mortgage rates for the remainder of the year should be welcome news to borrowers who are looking to purchase a home.

### Going Forward

While there are a lot of unknowns about the future economy, it's important to remember that isn't the only component in the total picture of a housing market. Supply and demand dynamics, interest rates, employment rates, and general market conditions in South Central Wisconsin will define our community's resilience.

### 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

**South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)**

	APRIL			JANUARY - APRIL		
<b>ADAMS / JUNEAU / MONROE</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	132	166	-20.5%	365	476	-23.3%
# Sales	73	99	-26.3%	252	371	-32.1%
Average Sale Price	230,155	237,285	-3.0%	251,299	234,626	7.1%
Median Sale Price	195,000	210,000	-7.1%	210,000	192,000	9.4%
Total Active Residential Listings	146	141	3.5%	146	141	3.5%
<b>COLUMBIA COUNTY</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	60	96	-37.5%	189	227	-16.7%
# Sales	41	43	-4.7%	132	148	-10.8%
Average Sale Price	325,701	313,141	4.0%	317,493	301,648	5.3%
Median Sale Price	295,000	275,000	7.3%	278,000	260,500	6.7%
Total Active Residential Listings	41	51	-19.6%	41	51	-19.6%
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	40	71	-43.7%	162	174	-6.9%
# Sales	35	48	-27.1%	134	153	-12.4%
Average Sale Price	242,826	280,209	-13.3%	277,276	298,317	-7.1%
Median Sale Price	175,000	176,000	-0.6%	201,000	189,900	5.8%
Total Active Residential Listings	64	48	33.3%	64	48	33.3%
<b>DANE COUNTY</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	637	900	-29.2%	2,185	2,917	-25.1%
# Sales	434	600	-27.7%	1,506	1,954	-22.9%
Average Sale Price	470,583	429,104	9.7%	441,952	408,344	8.2%
Median Sale Price	417,700	393,450	6.2%	399,900	376,250	6.3%
Total Active Residential Listings	527	401	31.4%	527	401	31.4%
<b>DODGE COUNTY</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	69	100	-31.0%	232	299	-22.4%
# Sales	55	58	-5.2%	186	260	-28.5%
Average Sale Price	266,758	247,408	7.8%	259,049	249,071	4.0%
Median Sale Price	250,000	211,000	18.5%	226,950	205,750	10.3%
Total Active Residential Listings	66	57	15.8%	66	57	15.8%
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	79	93	-15.1%	253	259	-2.3%
# Sales	53	72	-26.4%	183	231	-20.8%
Average Sale Price	227,076	199,697	13.7%	222,819	236,116	-5.6%
Median Sale Price	179,000	170,000	5.3%	187,000	182,500	2.5%
Total Active Residential Listings	102	83	22.9%	102	83	22.9%
<b>GREEN COUNTY</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	39	56	-30.4%	124	158	-21.5%
# Sales	35	32	9.4%	102	110	-7.3%
Average Sale Price	353,881	307,603	15.0%	276,271	310,032	-10.9%
Median Sale Price	265,000	259,950	1.9%	225,000	265,000	-15.1%
Total Active Residential Listings	28	27	3.7%	28	27	3.7%
<b>GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	83	86	-3.5%	206	268	-23.1%
# Sales	51	66	-22.7%	163	214	-23.8%
Average Sale Price	317,864	263,422	20.7%	309,322	254,306	21.6%
Median Sale Price	235,000	238,000	-1.3%	239,000	207,000	15.5%
Total Active Residential Listings	96	83	15.7%	96	83	15.7%
<b>ROCK COUNTY</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	187	227	-17.6%	610	721	-15.4%
# Sales	132	172	-23.3%	480	581	-17.4%
Average Sale Price	254,397	234,748	8.4%	250,495	230,576	8.6%
Median Sale Price	236,000	215,000	9.8%	236,000	200,500	17.7%
Total Active Residential Listings	151	148	2.0%	151	148	2.0%
<b>SAUK COUNTY</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	62	69	-10.1%	208	272	-23.5%
# Sales	32	71	-54.9%	152	215	-29.3%
Average Sale Price	343,102	320,852	6.9%	313,801	294,092	6.7%
Median Sale Price	290,750	275,000	5.7%	265,750	258,000	3.0%
Total Active Residential Listings	84	50	68.0%	84	50	68.0%
<b>18 COUNTY TOTAL</b>	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	1,388	1,864	-25.5%	4,534	5,771	-21.4%
# Sales	941	1,261	-25.4%	3,290	4,237	-22.4%
Average Sale Price	364,240	338,606	7.6%	347,557	325,763	6.7%
Median Sale Price	320,000	305,300	4.8%	309,900	290,000	6.9%
Total Active Residential Listings	1,305	1,089	19.8%	1,305	1,089	19.8%

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