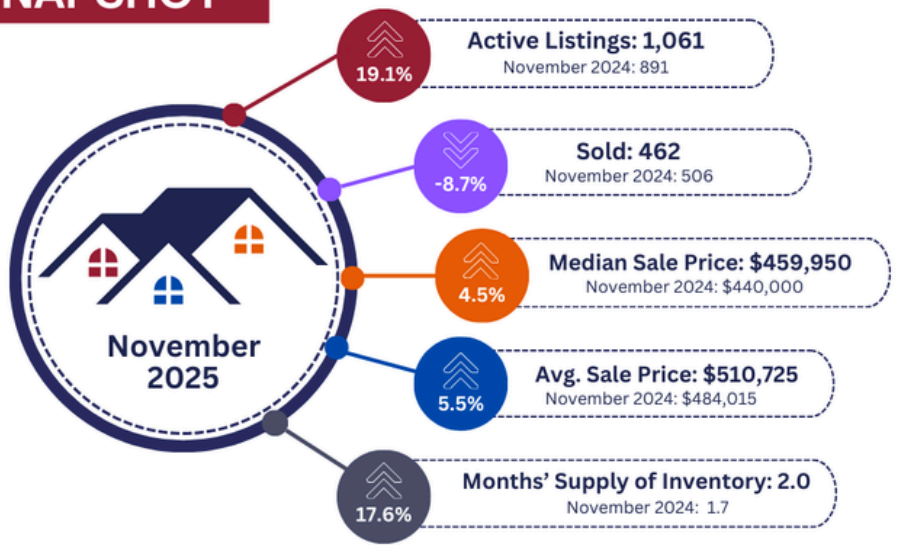
RASCW
REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN

SCWMLS
South Central Wisconsin MLS

MARKET SNAPSHOT

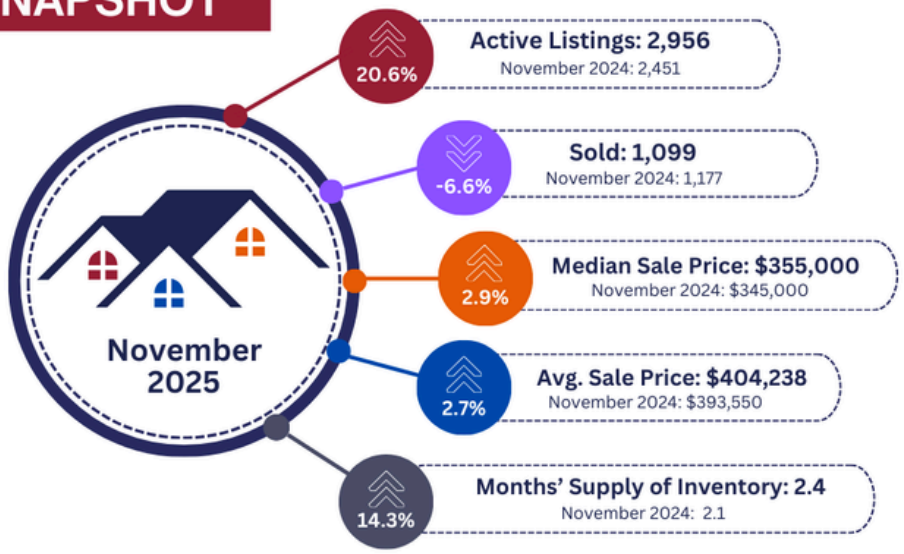
Dane County



Data for Single Family & Condo Properties in Dane County Wisconsin

MARKET SNAPSHOT

SCWMLS 18-County Region



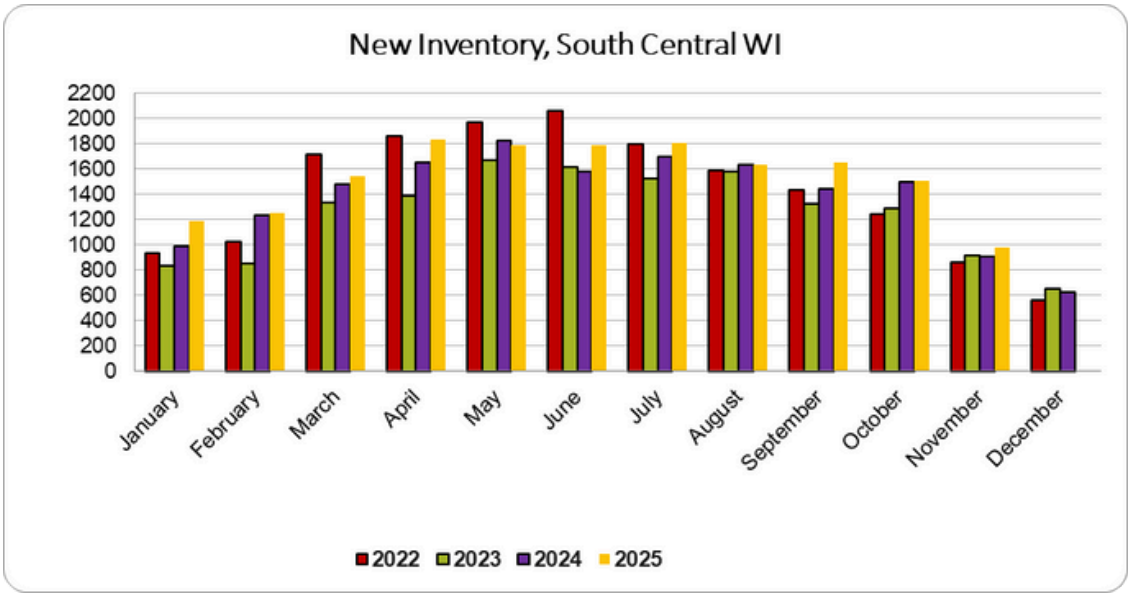
Data for Single Family & Condo Properties in the South Central Wisconsin MLS Region



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

South Central Wisconsin - Inventory

Across South Central Wisconsin, months of supply remain below long-term norms, though inventory levels vary more widely by county than in Dane County. Most counties fall between 1.5 and 2.6 months of supply, indicating tight conditions overall, but with slightly more flexibility than the Dane County market. Changes in supply compared to 2024 have been gradual, signaling slow movement toward balance rather than a structural shift.

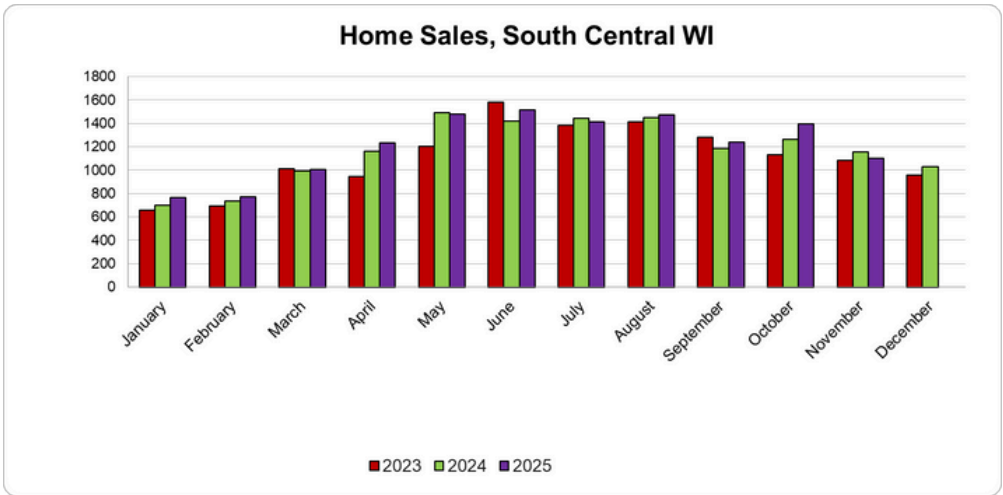


South Central Wisconsin - Regional Inventory Differences

Urban and suburban counties within South Central Wisconsin — particularly those closer to Dane County — continue to report the lowest supply levels. In contrast, more rural regions such as Adams/Juneau/Monroe and Crawford/Richland/Vernon periodically experience higher supply levels, often above 2.0 months, highlighting meaningful regional variation in market pressure.

South Central Wisconsin County Regions:

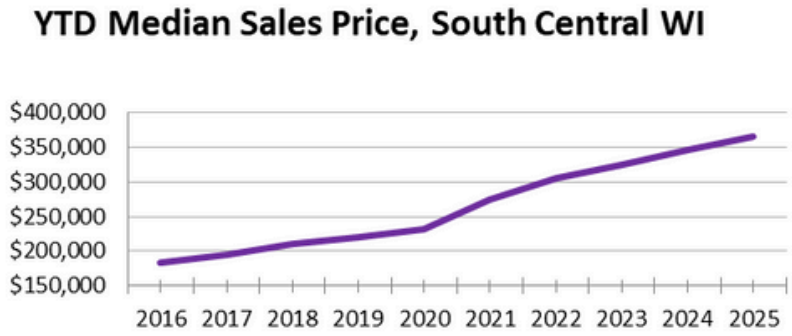
Region 1 – Adams, Juneau, Monroe
Region 2 – Columbia
Region 3 – Crawford, Richland, Vernon
Region 4 – Dane
Region 5 – Dodge
Region 6 – Grant, Iowa, Lafayette
Region 7 – Green
Region 8 – Green Lake, Marquette, Waushara
Region 9 – Rock
Region 10 – Sauk



South Central Wisconsin - Demand & Market Pace

Sales activity across the broader South Central Wisconsin region remains steady, though less concentrated than in Dane County. Inventory continues to be absorbed efficiently, particularly for well-priced homes, while some outlying areas offer buyers slightly more time and choice. Overall, the region reflects a functioning market with localized differences by geography and price point.

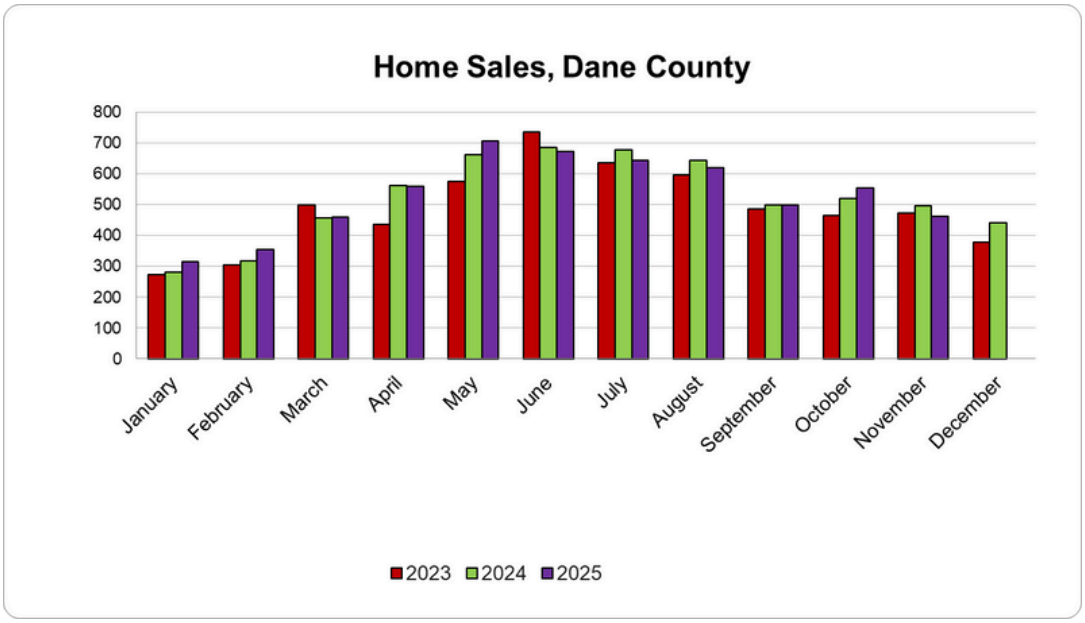
The South Central Wisconsin housing market remains constrained by limited inventory, though conditions are more balanced than in Dane County. Regional differences continue to shape buyer and seller experiences, underscoring the importance of local market knowledge and realistic pricing strategies.



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

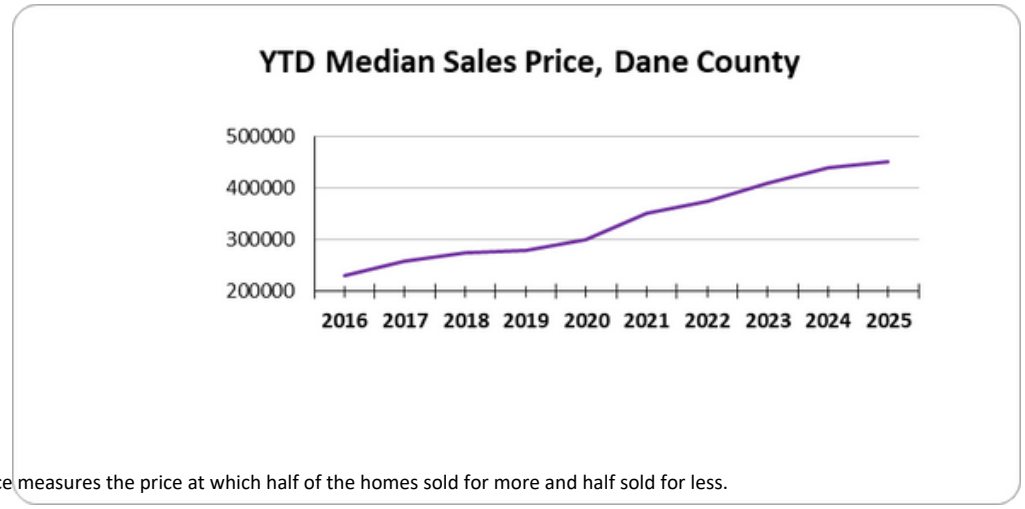
Dane County - Sales Activity

Closed sales in Dane County show a clear upward trend in 2025. Sales increased from 621 closings in January to 863 closings in May, representing an increase of approximately 39% over the first five months of the year. This steady rise indicates strengthening buyer activity as the year progresses.



Dane County - YTD Sales

When compared to prior years, 2025 sales activity is notably stronger. May 2025 closings (863) exceeded May 2024 (619) by roughly 39% and were more than 80% higher than May 2023 (479). Despite affordability pressures and higher interest rates, Dane County continues to demonstrate resilient demand.

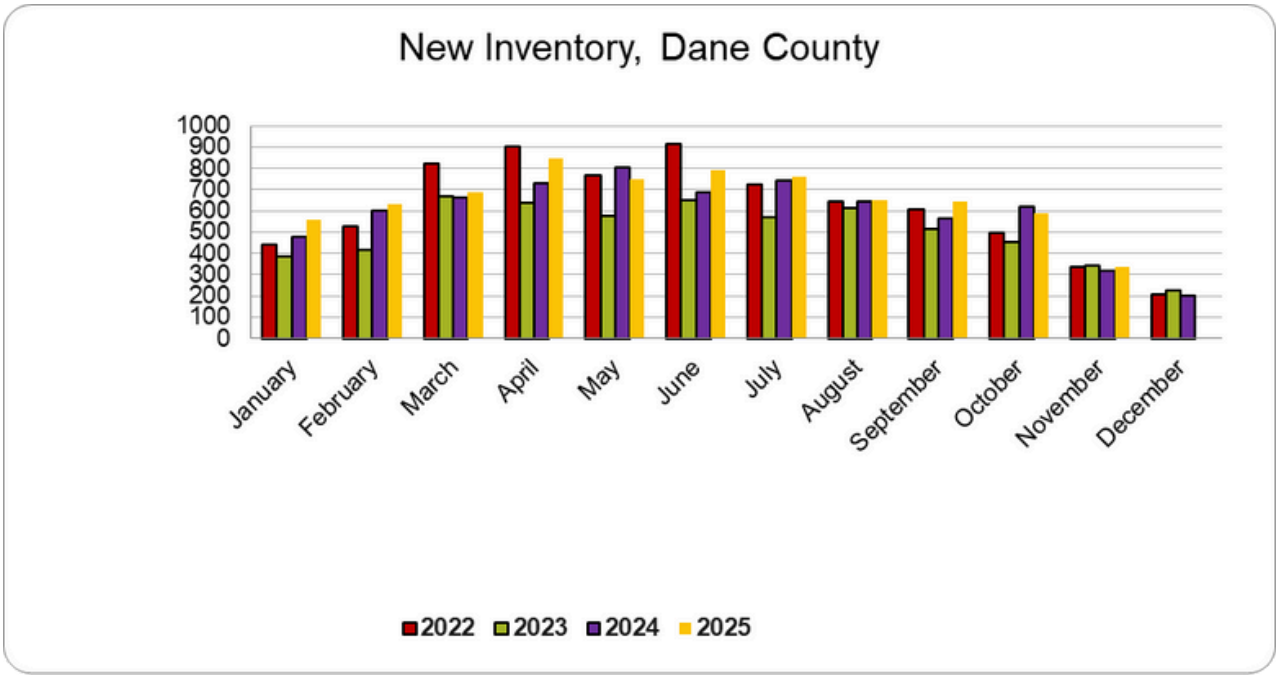


*The median sale price measures the price at which half of the homes sold for more and half sold for less.

Dane County - Inventory

Dane County continues to experience historically tight inventory conditions. Throughout 2025 to date, months of supply have remained in a narrow range of approximately 1.0 to 1.2 months, well below the level typically associated with a balanced market. While there have been modest month-to-month fluctuations, overall supply has remained consistently constrained, reinforcing ongoing competitive conditions for buyers.

The combination of rising sales volume and persistently low months of supply suggests that demand in Dane County continues to outpace available inventory. While buyers appear more deliberate, the data indicates a market that remains competitive and stable, supported by consistent transaction activity.



Summary for Dane County & Other South Central Wisconsin Regions

Both Dane County and South Central Wisconsin continue to operate in low-inventory environments. Dane County remains the most supply-constrained and sales-driven market, while the broader region shows slightly more variability and flexibility. The data supports a stable, competitive market that is gradually normalizing without signs of abrupt change.

*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		
ADAMS / JUNEAU / MONROE COUNTIES	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	100	101	-1.0%	1,755	1,555	12.9%
# Sales	97	99	-2.0%	1,243	1,153	7.8%
Average Sale Price	301,006	307,303	-2.0%	302,771	284,589	6.4%
Median Sale Price	257,000	265,000	-3.0%	250,000	243,000	2.9%
Total Active Residential Listings	413	325	27.1%	413	325	27.1%
COLUMBIA COUNTY	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	48	44	9.1%	829	741	11.9%
# Sales	62	53	17.0%	627	587	6.8%
Average Sale Price	373,374	388,241	-3.8%	373,514	368,183	1.4%
Median Sale Price	337,000	315,000	7.0%	336,000	320,000	5.0%
Total Active Residential Listings	162	119	36.1%	162	119	36.1%
CRAWFORD / RICHLAND / VERNON COUNTIES	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	42	46	-8.7%	677	630	7.5%
# Sales	36	52	-30.8%	500	463	8.0%
Average Sale Price	405,661	275,879	47.0%	343,471	290,950	18.1%
Median Sale Price	250,000	235,000	6.4%	262,250	239,000	9.7%
Total Active Residential Listings	157	128	22.7%	157	128	22.7%
DANE COUNTY	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	337	355	-5.1%	7,465	7,248	3.0%
# Sales	462	506	-8.7%	5,928	5,904	0.4%
Average Sale Price	510,725	484,015	5.5%	519,645	494,460	5.1%
Median Sale Price	459,950	440,000	4.5%	452,000	443,500	1.9%
Total Active Residential Listings	1,061	891	19.1%	1,061	891	19.1%
DODGE COUNTY	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	69	56	23.2%	955	945	1.1%
# Sales	68	79	-13.9%	812	775	4.8%
Average Sale Price	332,293	323,084	2.9%	338,507	311,840	8.6%
Median Sale Price	310,024	309,500	0.2%	298,500	281,000	6.2%
Total Active Residential Listings	128	142	-9.9%	128	142	-9.9%
GRANT / IOWA / LAFAYETTE COUNTIES	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	57	54	5.6%	893	832	7.3%
# Sales	56	59	-5.1%	697	645	8.1%
Average Sale Price	261,438	316,385	-17.4%	303,827	275,063	10.5%
Median Sale Price	220,000	271,000	-18.8%	250,000	228,000	9.6%
Total Active Residential Listings	164	169	-3.0%	164	169	-3.0%
GREEN COUNTY	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	27	31	-12.9%	503	465	8.2%
# Sales	28	31	-9.7%	355	353	0.6%
Average Sale Price	322,817	395,437	-18.4%	357,183	338,561	5.5%
Median Sale Price	284,250	310,000	-8.3%	289,900	283,000	2.4%
Total Active Residential Listings	97	78	24.4%	97	78	24.4%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	72	74	-2.7%	1072	1,018	5.3%
# Sales	58	61	-4.9%	760	770	-1.3%
Average Sale Price	382,612	408,182	-6.3%	372,127	343,863	8.2%
Median Sale Price	237,450	255,000	-6.9%	276,500	254,000	8.9%
Total Active Residential Listings	211	177	19.2%	211	177	19.2%
ROCK COUNTY	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	171	136	25.7%	2,342	2,233	4.9%
# Sales	156	165	-5.5%	1,905	1,879	1.4%
Average Sale Price	295,556	280,468	5.4%	305,909	283,485	7.9%
Median Sale Price	287,000	255,000	12.5%	284,500	270,000	5.4%
Total Active Residential Listings	372	266	39.8%	372	266	39.8%
SAUK COUNTY	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	54	60	-10.0%	957	843	13.5%
# Sales	76	72	5.6%	741	679	9.1%
Average Sale Price	356,354	351,761	1.3%	368,647	365,855	0.8%
Median Sale Price	314,950	304,000	3.6%	321,000	316,000	1.6%
Total Active Residential Listings	191	156	22.4%	191	156	22.4%
18 COUNTY TOTAL	**2025**	**2024**	**Change**	**2025**	**2024**	**Change**
# New Listings	977	957	2.1%	17,448	16,510	5.7%
# Sales	1,099	1,177	-6.6%	13,568	13,208	2.7%
Average Sale Price	404,238	393,550	2.7%	413,811	392,393	5.5%
Median Sale Price	355,000	345,000	2.9%	365,000	350,000	4.3%
Total Active Residential Listings	2,956	2,451	20.6%	2,956	2,451	20.6%

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