THE HUEMMER HOME TEAM

MONTHLY MINUTE NEWSLETTER



2200+ Successful Closings

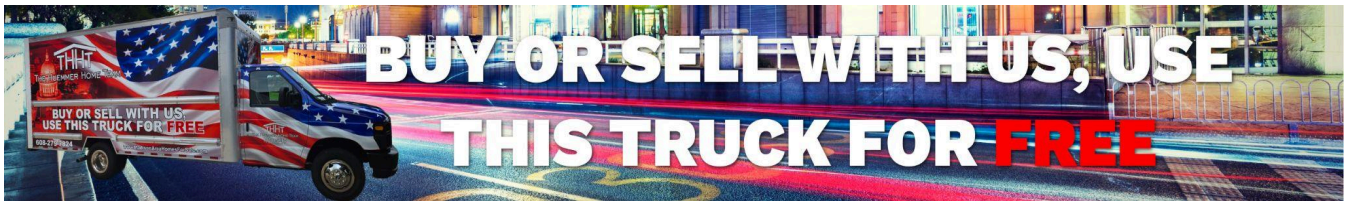
Oct 2026 Edition

Dane County Housing Market: What September 2026 Sales Tell Buyers and Sellers

September closed with 524 single-family and condominium sales across Dane County, down from 646 in August as the market shifted into its fall pace. Prices held almost exactly where they were, homes took a day or two longer to sell, and inventory is giving buyers more to choose from than they had this summer. Here is what sold, what it sold for, and what it means if you are planning a move before year end.

The September Snapshot

	All Sales	Single Family	Condo
Closings	524	422	102
Median price	$474,950	$508,950	$340,500
Average price	$541,931	$582,535	$373,942
Median price per sq. ft.	$238	$247	$216
Median days on market	12	10.5	20.5
Sold in 7 days or less	41%	44%	28%
Drew competing offers	23%	25%	14%



August vs September

	August	September	Change
Total closings	646	524	-19%
Median price, all sales	$475,000	$474,950	Flat
Median price, single family	$499,900	$508,950	+1.8%
Median price, condo	$342,000	$340,500	-0.4%
Median days on market, all	11	12	+1 day
Single family with competing offers	25%	25%	No change

Volume dropped, prices did not. That is the normal seasonal pattern in Dane County: fewer buyers and sellers in the fall, but the homes that do sell are still selling at full strength. The single-family median actually ticked up to just over $500,000, and one in four single-family homes still drew more than one written offer, the exact same rate as August.

Where the Single-Family Sales Landed

The $400,000 to $500,000 range was again the busiest part of the market with 113 closings. The rest of the volume was spread across the tiers:

Under $300,000: 18 sales
$300,000 to $400,000: 72 sales
$400,000 to $500,000: 113 sales
$500,000 to $600,000: 78 sales
$600,000 to $750,000: 68 sales
$750,000 and up: 73 sales



One in three single-family closings (33%) came in at $600,000 or higher, the same share as August. The upper end did not slow down with the season.

"I can't say enough good things about my personal experience with Ryan and the Huemmer Home Team. Ryan is knowledgeable, professional, dedicated, and easy to work with. His positive attitude, empathy, and willingness to go the extra mile will make a stressful process feel manageable, even enjoyable. I would highly recommend the Huemmer Home Team to anybody looking for reliable and trustworthy assistance with housing."

Community Medians

Location drives price more than any single factor. Here are the median sale prices and median days on market for communities with at least five September closings:

Community	Sales	Median Price	Median Days on Market
Madison	209	$430,000	10
Sun Prairie	50	$446,750	13.5
Middleton	22	$547,500	19.5
Verona	20	$544,000	4
Waunakee	20	$616,000	18
Fitchburg	19	$550,000	35
DeForest	18	$474,900	27
Cottage Grove	17	$450,000	13
Oregon	13	$460,000	12
Stoughton	12	$401,500	23
Cross Plains	9	$490,514	44
Mount Horeb	9	$442,000	20
Windsor	8	$552,250	27
McFarland	6	$521,507	4
Deerfield	5	$425,000	5
Monona	5	$728,000	5

Verona and McFarland were the fastest markets in the county with homes going under contract in a median of 4 days. Cottage Grove and Sun Prairie are the tightest on inventory, with less than a month and a half of supply on the market.

County Housing Reports

Dane County
Rock County
Columbia County
Dodge County
Jefferson County

Local Information Reports

Madison
Sun Prairie
Middleton
Cottage Grove
Monona

What Is For Sale Right Now

There are 1,375 active single-family and condo listings in Dane County today: 981 single-family homes and 394 condos.

	All Actives	Single Family	Condo
Active listings	1,375	981	394
Median list price	$474,900	$529,900	$323,700
Median days on market	53	50	60.5
Months of supply	2.6	2.3	3.9

Months of supply is how long it would take to sell every active listing at September's pace. Days on the market are on the rise as interest rates are at 7.50% for a 30 year fixed now. Shifting the leverage to the buyers.

The gap between what is listed and what is selling is the real story. The median single-family list price is $529,900, but the median single-family sale was $508,950. And 423 active listings, nearly a third of everything for sale, have been on the market more than 90 days. Those are mostly homes that launched above what the market would pay.

What This Means If You Are Selling

The fall market still rewards the right price. 44% of single-family homes sold in a week or less in September, nearly the same as summer. The sellers who struggle are the ones who price off what their neighbor listed for instead of what their neighbor sold for.

Don't wait for spring if you are ready. Fewer homes will list over the next three months, and the buyers still shopping now are serious. Single-family supply sits at 2.3 months, which still favors sellers.

If your home has been sitting, the data is telling you something. With 423 listings past 90 days, a price adjustment or a fresh relaunch with better photos and prep is usually what moves a stale listing.



What This Means If You Are Buying

Fall is your window for leverage. Median days on market for active listings is 53, and nearly a third of inventory has been sitting for three months or more. Those sellers are often ready to talk.

Be ready to move on the right home anyway. The best-priced homes still sell in days, especially under $400,000 and in Verona, McFarland, Cottage Grove, and Sun Prairie. A full pre-approval before you tour is still the difference between winning and watching.

LAUFENBERG
LAWN CARE, LLC

Condos are the most negotiable segment. Nearly four months of supply, a 20-day median to sell, and competing offers only 14% of the time give condo buyers real room to negotiate. The median association fee on September condo sales was $323 a month, so build that into your payment comparison.

Why Work With The Huemmer Home Team



Few agents bring the experience of Ryan Huemmer, owner and operator of The Huemmer Home Team. Before earning his real estate license in 2016, Ryan spent more than 13 years in mortgage lending. That's over a decade spent structuring financing and learning exactly what makes a deal close. So when a buyer hits turbulence, he's seen it a hundred times over and knows the fix.

Ryan is also an active real estate investor, owning and managing a portfolio of 26 rental units. And he's designed and built three homes from the ground up, giving him a firsthand grasp of land acquisition and construction that most agents simply don't have.

Put it all together, and the team has closed more than 2,200 transactions. If you're buying, selling, or investing in South Central Wisconsin, contact The Huemmer Home Team.

AMERICAN FAMILY INSURANCE®
Insure carefully, dream fearlessly.

American Family Mutual Insurance Company S.I. & its Operating Companies,
6000 American Parkway, Madison, WI 53783 ©2025 23814 – 10/25 – 29498070-MOD

Vetter Agency LLC
Jake Vetter, Agent
(608) 839-5050



Review Our Client Success Stories: *Visit our profiles on Google, Zillow, and Realtor.com to read reviews from families we've helped throughout Dane County. Their experiences demonstrate our commitment to exceptional service and successful outcomes.* ⭐ *Read Our Reviews*