

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

INDEX

1. Index Page
2. Monthly Statistical Narrative
4. Month and YTD Sold & Active Single Family Listings
5. Monthly Sales by Price Range and Bedrooms
6. Single Family Sold Graph
7. Median Sale Price for Single Family Homes Graph
8. Available Single Family Homes Graph
9. Month's Supply of Inventory for Single Family Homes Graph



South Central Wisconsin MLS Corporation

May 15, 2017

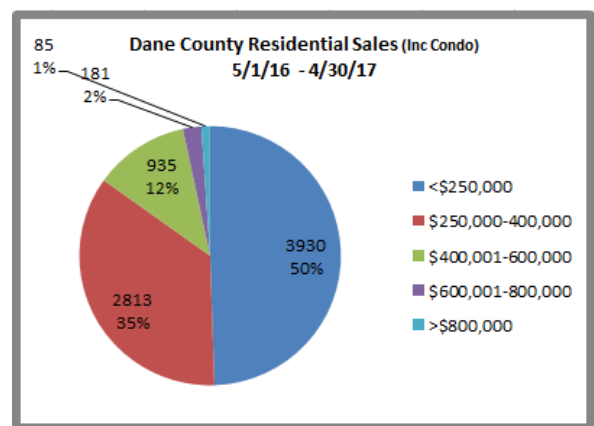
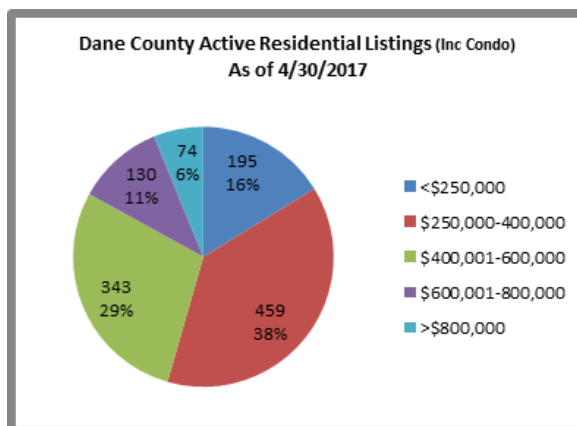
For Immediate Release
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Strong Market Demand Limited by Lack of Supply

Despite positive job reports, low interest rates, strong consumer confidence ratings and even stronger buyer demand, sales of single family and condominium homes are being held back by a significant shortage of available supply. Dane County continues to be below 2 months of active inventory for the fifth consecutive month. A six month supply of homes for sale is generally considered to represent a balanced market between buyers and sellers. The 1070 active listings at the end of April is the lowest total for Dane County in the SCWMLS records going back to 1997.

As a result of the lack of choice, the 663 residential and condominium sales reported for Dane County were 12% lower than last year. Two things to note: 2016 turned out to be the #1 year for home sales and at this time last year, buyers had 35% more listings to select from compared to this year.

As we displayed last month, the charts below breakdown the current active listings and the sales for the past twelve months by price range. 50% of the sales have been under \$250,000 yet only 16% of the active listings are priced at less than \$250,000.



The monthly median sale price rose for the 20th time in the past 21 months. The twelve month median sale price is 6.4% higher, reaching \$250,000 for the period May 1, 2016 – April 30,

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2017, compared to \$235,000 for the previous twelve months.

The entire SCWMLS market mirrors in many respects conditions being experienced in Dane County, as can be seen from the information below:

Year-to-Date Comparison: 2015/16 v. 2016/17					
	<u>Sales</u> <i>(15/16 v. 16/17)</i>	<u>% Change</u>	<u>Median Price</u> <i>(15/16 v. 16/17)</i>	<u>% Change</u>	<u>Act Inventory</u> <i>(months' supply)</i>
Adams/Green Lake/ Marquette/Waushara	214/211	(1.4)	118,250/110,000	(7.0)	10.7
Columbia/Dodge/Sauk	606/593	(2.7)	149,567/155,000	3.6	4.2
Crawford/Richland/ Vernon	96/97	1.0	97,250/122,000	25.5	6.6
Grant/Iowa/Lafayette	197/201	2.0	118,000/118,500	=	4.8
Rock/Green	705/698	(1.0)	132,500/132,000	=	1.9

The market continues to enjoy – at least for now – very favorable interest rates.



Calling all sellers: if you have a move in your future, give very serious consideration to doing it now! Buyers are ready, willing and able. Now is a most favorable time for you to be in the market.

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

	APRIL 2017 STATISTICS			JANUARY - APRIL		
	2017	2016	2015	2017	2016	2015
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	171	215	254	508	571	647
# Sales	68	74	71	211	214	198
Average Sale Price	146,066	140,660	146,544	162,691	134,630	144,181
Median Sale Price	113,500	115,000	90,000	110,000	118,250	96,000
Total # Active Residential Listings at end of Period	806	964	1,110	806	964	1,110
COLUMBIA COUNTY						
# New Listings	123	144	161	350	414	439
# Sales	52	67	65	192	203	188
Average Sale Price	199,869	181,858	186,135	188,097	179,231	169,356
Median Sale Price	181,750	164,900	158,000	170,500	164,000	149,000
Total # Active Residential Listings at end of Period	233	349	438	233	349	438
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	46	65	82	174	204	218
# Sales	35	28	29	97	96	81
Average Sale Price	161,839	124,353	113,515	141,386	122,030	96,355
Median Sale Price	129,900	111,750	83,000	122,000	97,250	76,500
Total # Active Residential Listings at end of Period	185	236	306	185	236	306
DANE COUNTY						
# New Listings	980	1,085	1,156	3,218	3,498	3,610
# Sales	663	756	743	1,922	2,059	2,007
Average Sale Price	300,000	271,766	251,854	291,006	266,803	251,238
Median Sale Price	265,000	239,900	229,900	255,000	235,000	223,400
Total # Active Residential Listings at end of Period	1,070	1,439	1,893	1,070	1,439	1,893
DODGE COUNTY						
# New Listings	87	88	75	288	303	271
# Sales	47	58	56	165	162	147
Average Sale Price	166,090	147,128	132,947	147,195	141,185	143,399
Median Sale Price	119,000	134,500	119,750	119,000	122,000	122,000
Total # Active Residential Listings at end of Period	177	278	331	177	278	331
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	105	128	135	328	416	381
# Sales	51	76	58	201	197	170
Average Sale Price	140,331	161,983	146,127	141,413	140,430	135,467
Median Sale Price	115,000	127,000	127,950	118,500	118,000	116,700
Total # Active Residential Listings at end of Period	299	388	480	299	388	480
GREEN COUNTY						
# New Listings	64	74	89	194	199	235
# Sales	38	54	47	118	121	134
Average Sale Price	170,755	179,784	198,882	167,747	202,843	174,948
Median Sale Price	161,000	145,500	173,000	146,450	143,000	152,500
Total # Active Residential Listings at end of Period	95	125	179	95	125	179
ROCK COUNTY						
# New Listings	252	309	308	775	925	958
# Sales	187	226	182	580	584	555
Average Sale Price	144,568	140,604	122,446	142,805	135,240	123,847
Median Sale Price	137,000	138,000	115,000	128,200	129,900	115,000
Total # Active Residential Listings at end of Period	311	519	756	311	519	756
SAUK COUNTY						
# New Listings	135	166	141	417	470	465
# Sales	76	85	76	236	241	200
Average Sale Price	181,053	175,681	198,152	177,745	177,981	183,053
Median Sale Price	166,325	156,000	166,650	164,325	155,000	151,000
Total # Active Residential Listings at end of Period	395	499	598	395	499	598

Current sales reported as of May 12, 2017 - More MLS statistics are available at www.scwmls.com.

NOTE - This representation is based in whole or in part on data supplied to the South Central Wisconsin MLS Corporation by its Participants.
The MLS does not guarantee and is not responsible for its accuracy. Data maintained by the MLS does not reflect all real estate activity in the market.

Whole South Central Wisconsin MLS Region

APRIL STATISTICS

2017

04/01/2017-04/30/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	34	1
30,000 - 39,999	63	4
40,000 - 49,999	93	6
50,000 - 59,999	111	8
60,000 - 69,999	171	15
70,000 - 79,999	153	20
80,000 - 89,999	168	20
90,000 - 99,999	161	32
100,000 - 119,999	309	41
120,000 - 139,999	419	59
140,000 - 159,999	291	42
160,000 - 179,999	331	63
180,000 - 199,999	320	41
200,000 - 249,999	647	94
250,000 - 299,999	648	89
300,000 - 399,999	805	87
400,000 - 499,999	461	55
500,000 - 749,999	392	28
750,000 - 999,999	163	5
over 1,000,000	115	3
Total Types	5,855	713
Average price	293,421	241,938
Median price	229,000	204,450

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	6	6	2	2
30,000 - 39,999	7	8	0	0
40,000 - 49,999	6	4	5	1
50,000 - 59,999	10	16	3	2
60,000 - 69,999	6	13	5	4
70,000 - 79,999	10	10	0	5
80,000 - 89,999	9	16	3	7
90,000 - 99,999	14	23	5	9
100,000 - 119,999	22	48	13	18
120,000 - 139,999	19	54	11	23
140,000 - 159,999	10	51	14	16
160,000 - 179,999	13	62	20	21
180,000 - 199,999	7	52	23	18
200,000 - 249,999	14	114	53	28
250,000 - 299,999	2	92	47	10
300,000 - 399,999	5	78	75	12
400,000 - 499,999	0	21	49	8
500,000 - 749,999	1	5	35	3
750,000 - 999,999	0	0	7	2
over 1,000,000	1	0	5	1
Total Types	162	673	375	190
AVERAGE PRICE	132,881	202,549	322,910	197,069
MEDIAN PRICE	115,000	190,000	280,000	165,000

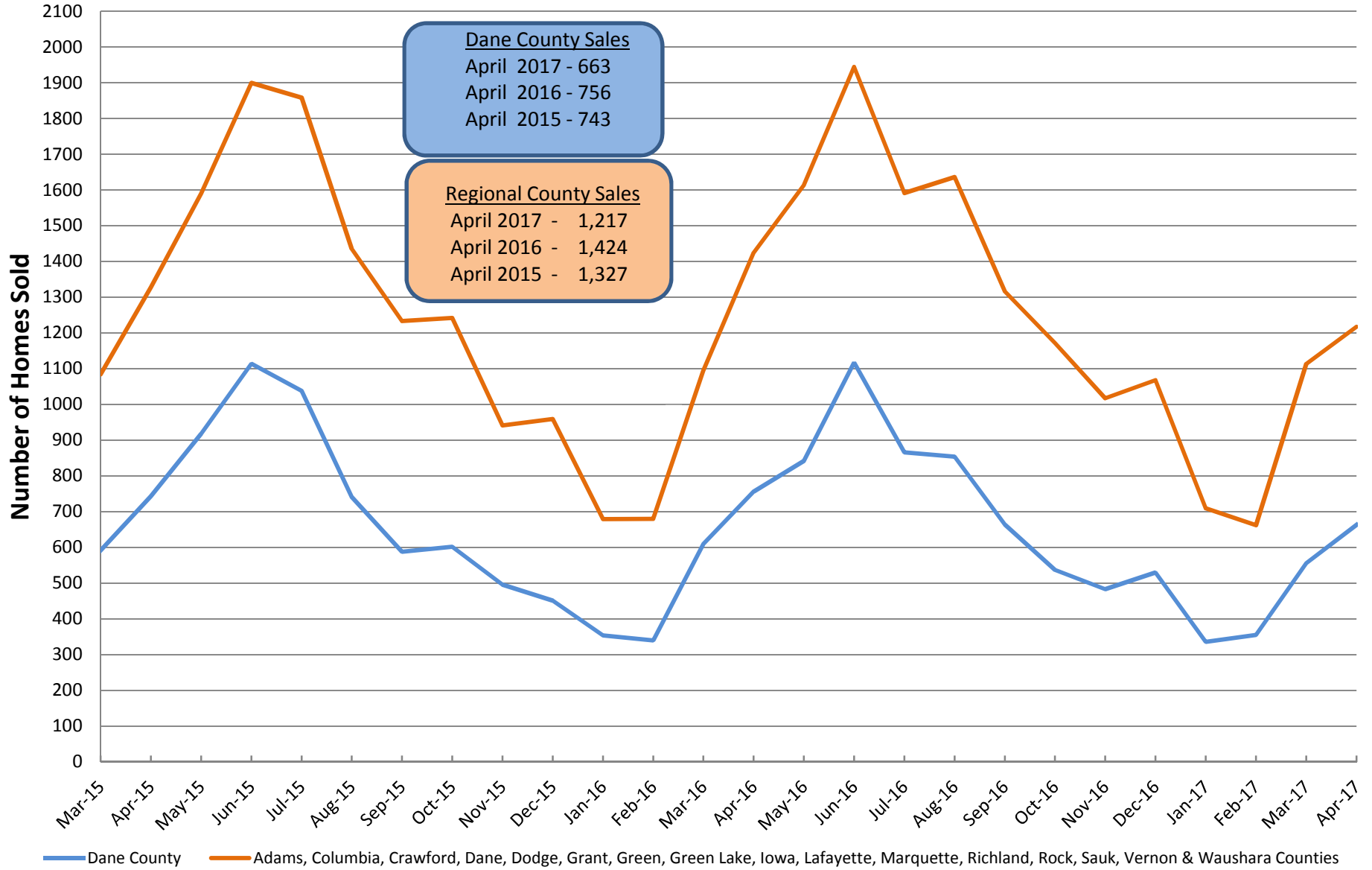
TERMS OF SALE (SALES)	
CASH	211
CONVENTIONAL	1007
FHA	65
FVA	43
STATE VA	6
WHEDA	14
ASSUMPTION	0
SELLER	4
OTHER	13
USDA	37

*Sales for the month & current active listings are reported as of 5/12/2017. The Current Active Listings Chart includes all listings available for showings, including those with offers to purchase. This representation is based in whole or in part on data supplied to the South Central Wisconsin MLS Corporation by its Participants. The MLS does not guarantee and is not responsible for its accuracy. Data maintained by the MLS does not reflect all real estate activity in the market.

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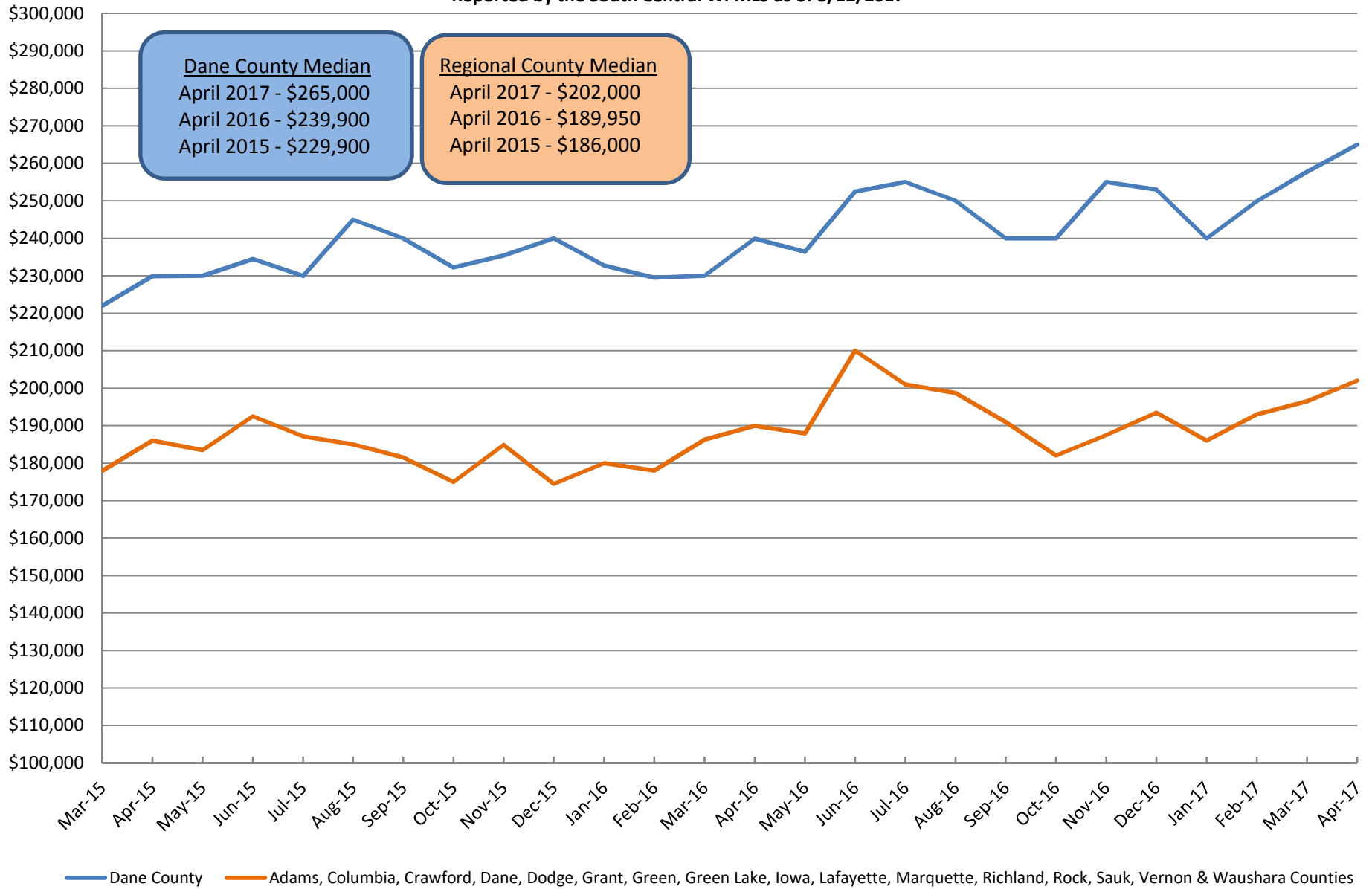
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2017



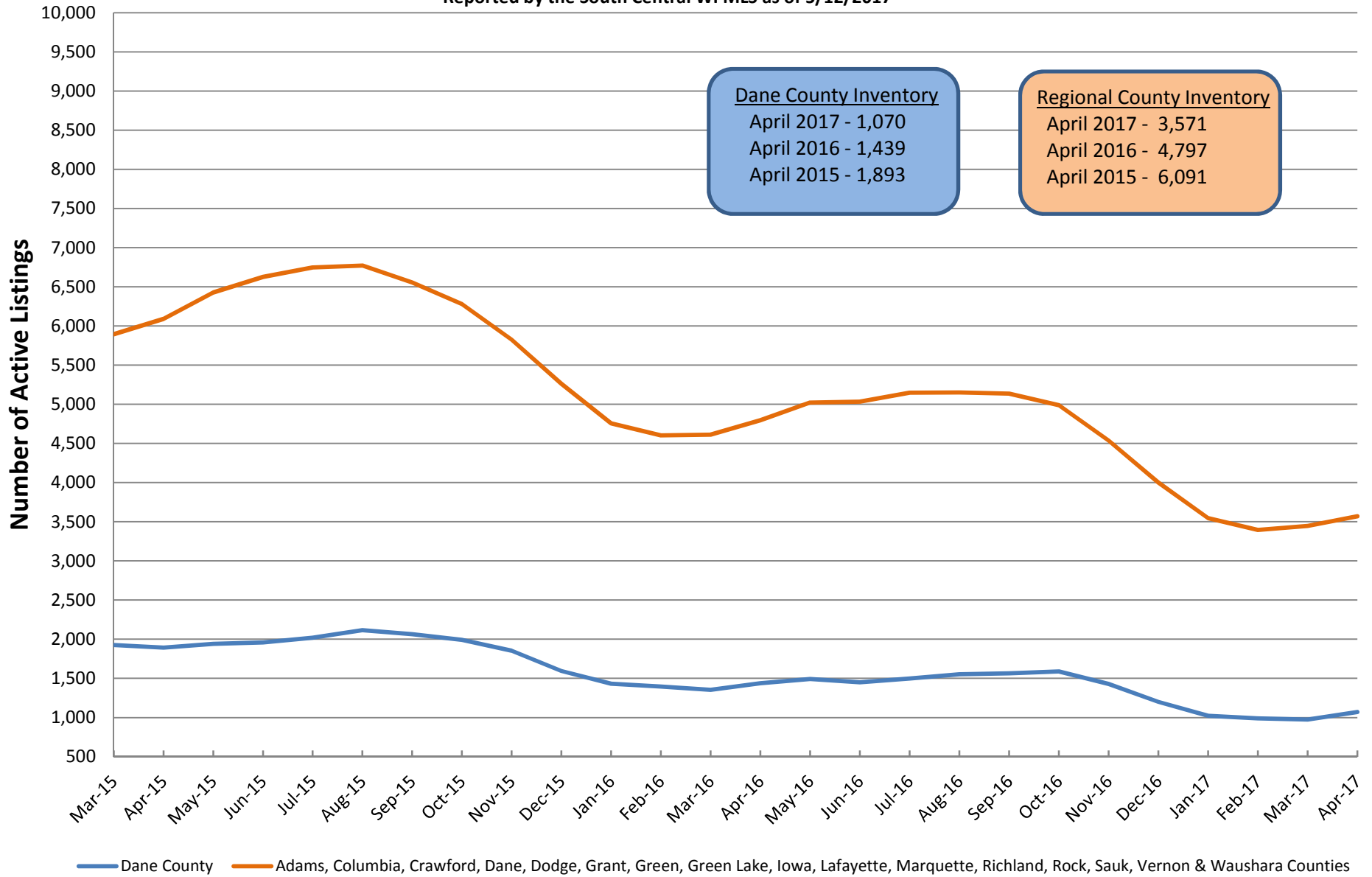
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2017



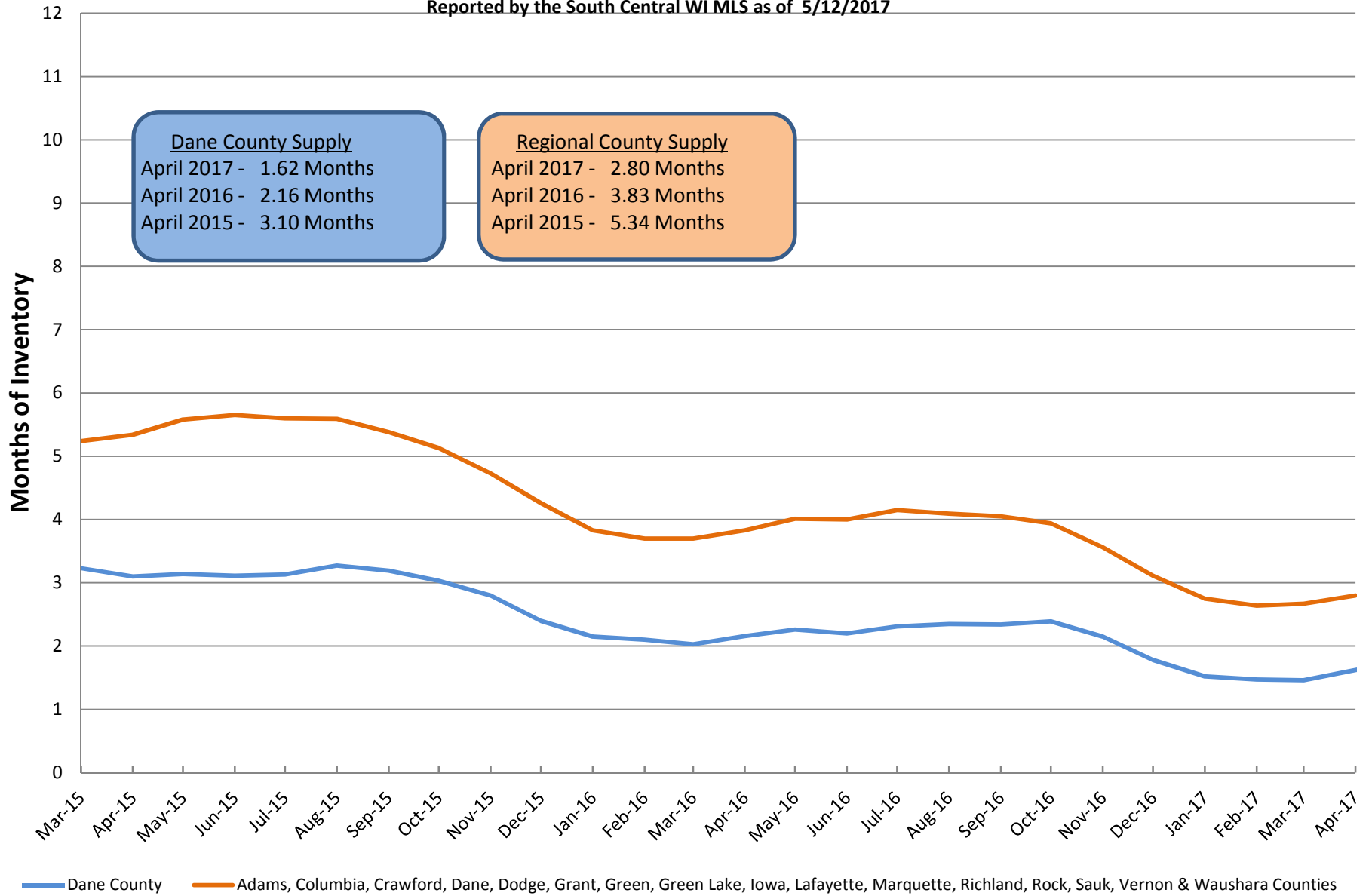
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2017



Months Supply of Inventory for Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2017



Months Supply = current inventory divided by the average sales for the most current 12 months