

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

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For Immediate Release
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Strong Housing Demand Continues

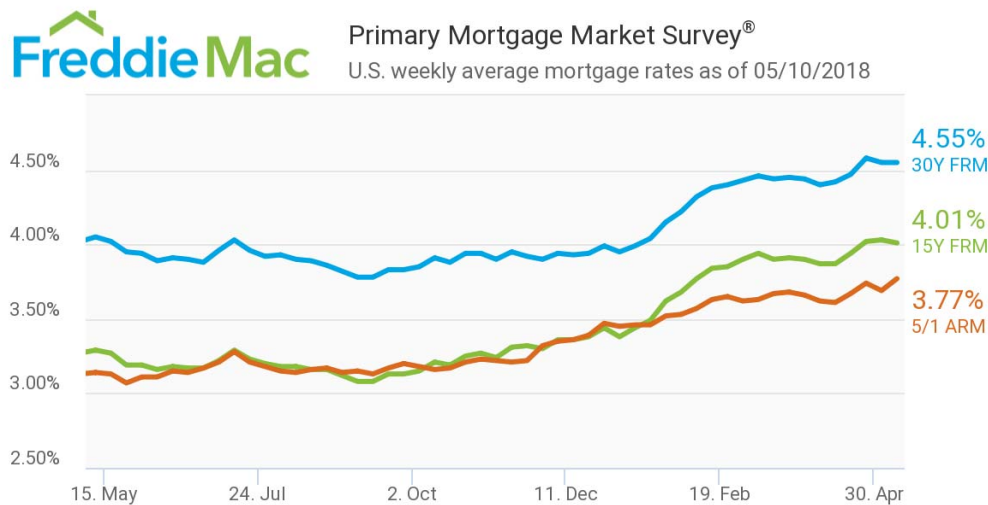
Strong buyer demand continued throughout the South Central Wisconsin MLS region. For the month of April, only Dane County trailed 2017 sales of single family homes and condominiums yet year-to-date results are slightly ahead by 3%. Median sale prices are also ahead of 2017, reflecting the strong demand relative to the available supply. The chart below provides a look at key comparisons so far in 2018:

<u>County/Region</u>	<u>Y-T-D Sales</u> <u>2018 v. 2017</u>	<u>Y-T-D Median Price</u> <u>2018 v. 2017</u>	<u>Active Inventory</u> <u>Month's Supply</u>
Adams/Green Lake/ Marquette/Waushara	369 v. 211	\$123,000 v. \$110,000	6.47
Crawford/Richland/ Vernon	146 v. 97	\$139,750 v. \$122,000	5.10
Dane	2007 v. 1954	\$270,000 v. \$256,750	1.42
Grant/Iowa/Lafayette	206 v. 203	\$132,000 v. \$118,500	3.75
Sauk/Columbia/Dodge	705 v. 601	\$169,000 v. \$155,000	2.78
Rock/Green	678 v. 705	\$148,625 v. \$132,000	1.36

The Month's Supply of Active Inventory is calculated by taking the number of single family and condominium homes available for sale and comparing that figure to the average number of sales for the past 12 months. The figures above indicate how many months it would take to sell the active inventory based on the average number of sales. Generally, a figure of 6 months is considered a balanced market between buyers and sellers. A figure below 6 months indicates a market favoring sellers.

Interest rates continue to be very favorable, even though we have seen increases this year and expect additional upward pressure as the labor market remains tight and solid economic growth continues. Restrained overall inflation may help to mitigate the increases. The 30 year fixed rate mortgage stood at 4.55% on May 10, 2018 according the Freddie Mac. One year ago, the rate was 4.05%.

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Last April we compared the inventory of active listings in Dane County by price range compared to the price ranges of sales. To no one's surprise, the heaviest sales activity took place at \$400,000 or below – 85% of all transactions. Six months later we made this comparison once again – and the sales numbers were very similar at 83%. One year later – still the same with 83.5% of the transactions reported with sale prices of \$400,000 or less.

On the listing side, however, inventory in this same range has struggled to keep up with the demand, as can be seen from the chart below.

Where Are the Dane County Listings and Sales?						
	April '17		Oct '17		April '18	
	Active*	Sales*	Active*	Sales*	Active*	Sales*
<\$250,000	16%	50%	28%	44%	16%	43%
\$250-400,000	38%	35%	37%	39%	37%	40.5%
\$400,001-600,000	29%	12%	22%	13%	29%	13%
\$600,001-800,000	11%	2%	7%	3%	11%	3%
\$800,001>	6%	1%	6%	1%	7%	1%
Total	1201	7944	1204	7989	961	8128

*Active Listings as of April 30, 2017, October 31, 2017 and April 30, 2018. Sales represent annual sales between May 1, 2016-April 30, 2017; November 1, 2016-October 30, 2017 and May 1, 2017-April 30, 2018.

What does this mean as we move into the end of spring and beginning of summer – traditionally the busiest of months for sales? For buyers under \$400,000, you can expect continued competition with others. While this can be frustrating, waiting will likely only cost more as prices continue to rise (along with interest rates as well). Don't give up! For sellers in the range of \$400,000 or less looking to move up, the time is right. There is demand for your home, there is inventory selection in the upper price ranges and less competition. For everyone, consider new construction. Builders are ready to build your home now.

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

	APRIL 2018 STATISTICS			JANUARY - APRIL		
	2018	2017	2016	2018	2017	2016
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	207	171	215	601	508	571
# Sales	124	68	74	369	211	214
Average Sale Price	180,059	146,066	140,660	159,105	162,691	134,630
Median Sale Price	135,000	113,500	115,000	123,000	110,000	118,250
Total # Active Residential Listings at end of Period	702	806	964	702	806	964
COLUMBIA COUNTY						
# New Listings	104	123	144	358	350	414
# Sales	67	54	67	210	194	203
Average Sale Price	246,315	196,253	181,858	223,136	187,212	179,231
Median Sale Price	199,000	178,500	164,900	197,500	170,000	164,000
Total # Active Residential Listings at end of Period	178	233	349	178	233	349
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	84	46	65	283	174	204
# Sales	49	35	28	146	97	96
Average Sale Price	170,506	161,839	124,353	164,444	141,386	122,030
Median Sale Price	134,900	129,900	111,750	139,750	122,000	97,250
Total # Active Residential Listings at end of Period	230	185	236	230	185	236
DANE COUNTY						
# New Listings	971	980	1,085	3,201	3,218	3,498
# Sales	655	676	756	2,007	1,954	2,059
Average Sale Price	308,320	300,747	271,766	305,770	291,801	266,803
Median Sale Price	275,000	265,000	239,900	270,000	256,750	235,000
Total # Active Residential Listings at end of Period	961	1,070	1,439	961	1,070	1,439
DODGE COUNTY						
# New Listings	97	87	88	353	288	303
# Sales	78	51	58	256	171	162
Average Sale Price	162,460	171,436	147,128	155,120	148,586	141,185
Median Sale Price	152,250	120,000	134,500	139,900	119,900	122,000
Total # Active Residential Listings at end of Period	174	177	278	174	177	278
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	96	105	128	347	328	416
# Sales	76	52	76	206	203	197
Average Sale Price	165,458	138,979	161,983	151,390	143,500	140,430
Median Sale Price	128,150	115,000	127,000	132,000	118,500	118,000
Total # Active Residential Listings at end of Period	258	299	388	258	299	388
GREEN COUNTY						
# New Listings	65	64	74	182	194	199
# Sales	40	40	54	109	120	121
Average Sale Price	191,807	172,602	179,784	185,755	168,413	202,843
Median Sale Price	173,500	163,250	145,500	167,000	148,950	143,000
Total # Active Residential Listings at end of Period	66	95	125	66	95	125
ROCK COUNTY						
# New Listings	261	252	309	750	775	925
# Sales	198	192	226	569	585	584
Average Sale Price	156,746	144,840	140,604	162,825	142,909	135,240
Median Sale Price	141,250	137,500	138,000	147,000	128,900	129,900
Total # Active Residential Listings at end of Period	241	311	519	241	311	519
SAUK COUNTY						
# New Listings	103	135	166	381	417	470
# Sales	84	76	85	239	236	241
Average Sale Price	182,609	181,053	175,681	196,213	177,745	177,981
Median Sale Price	161,500	166,325	156,000	175,000	164,325	155,000
Total # Active Residential Listings at end of Period	271	395	499	271	395	499

Current sales reported as of May 14, 2018 - 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 Corp by its Participants & neighboring MLSs. 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

2018

04/01/2018-04/30/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	29	1
30,000 - 39,999	45	5
40,000 - 49,999	53	7
50,000 - 59,999	70	12
60,000 - 69,999	114	14
70,000 - 79,999	142	14
80,000 - 89,999	147	12
90,000 - 99,999	118	15
100,000 - 119,999	242	38
120,000 - 139,999	331	60
140,000 - 159,999	288	54
160,000 - 179,999	284	57
180,000 - 199,999	295	59
200,000 - 249,999	611	106
250,000 - 299,999	626	98
300,000 - 399,999	867	89
400,000 - 499,999	424	35
500,000 - 749,999	419	40
750,000 - 999,999	159	11
over 1,000,000	128	2
Total Types	5,392	729
Average price	312,615	249,281
Median price	248,950	210,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	7	5	4	0
30,000 - 39,999	6	5	1	0
40,000 - 49,999	10	9	1	0
50,000 - 59,999	13	4	2	2
60,000 - 69,999	8	6	7	1
70,000 - 79,999	10	16	2	7
80,000 - 89,999	16	15	2	4
90,000 - 99,999	12	15	5	2
100,000 - 119,999	23	56	12	11
120,000 - 139,999	20	68	19	26
140,000 - 159,999	17	61	21	29
160,000 - 179,999	21	64	13	12
180,000 - 199,999	14	61	14	26
200,000 - 249,999	20	115	55	42
250,000 - 299,999	5	108	65	24
300,000 - 399,999	6	93	76	14
400,000 - 499,999	2	33	60	3
500,000 - 749,999	1	8	40	4
750,000 - 999,999	0	1	9	1
over 1,000,000	0	3	3	1
Total Types	211	746	411	209
AVERAGE SALE PRICE	134,631	218,681	322,349	208,487
MEDIAN SALE PRICE	120,000	194,450	282,500	187,000

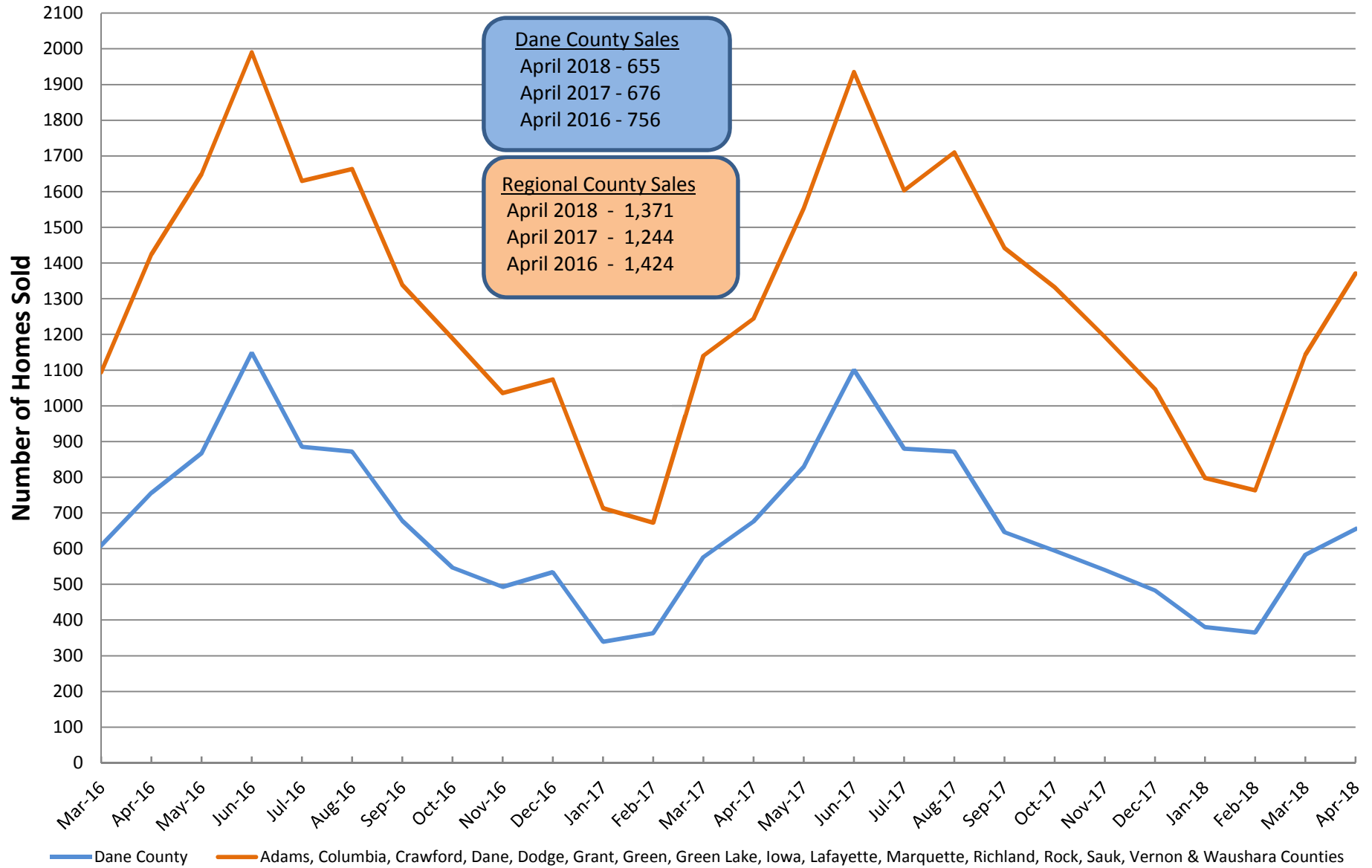
TERMS OF SALE (SALES)	
CASH	228
CONVENTIONAL	1103
FHA	87
FVA	39
STATE VA	14
WHEDA	29
ASSUMPTION	0
SELLER	1
OTHER	40
USDA	36

*Sales for the month & current active listings are reported as of 5/14/2018. 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 & neighboring MLSs. 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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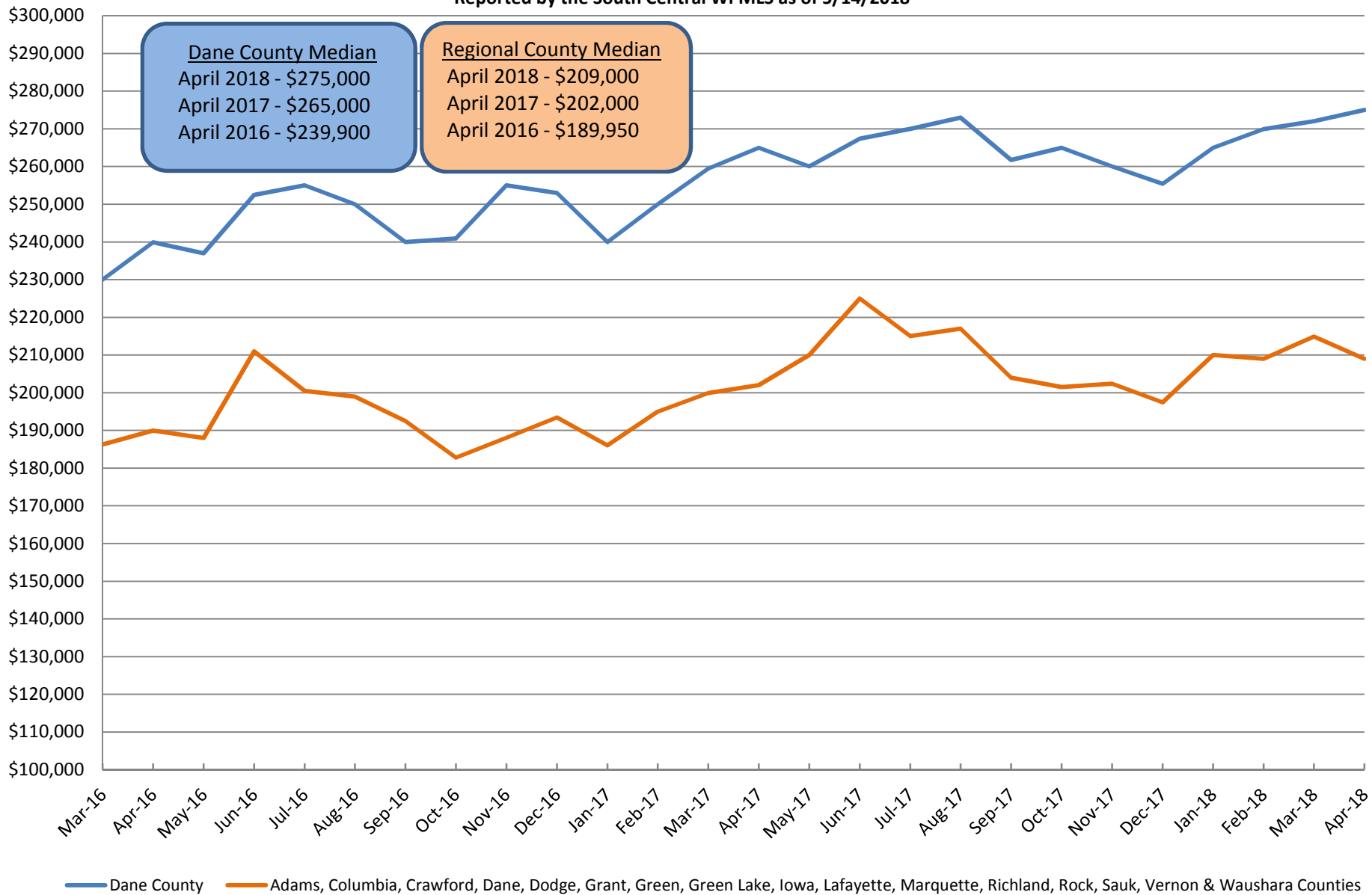
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/14/2018



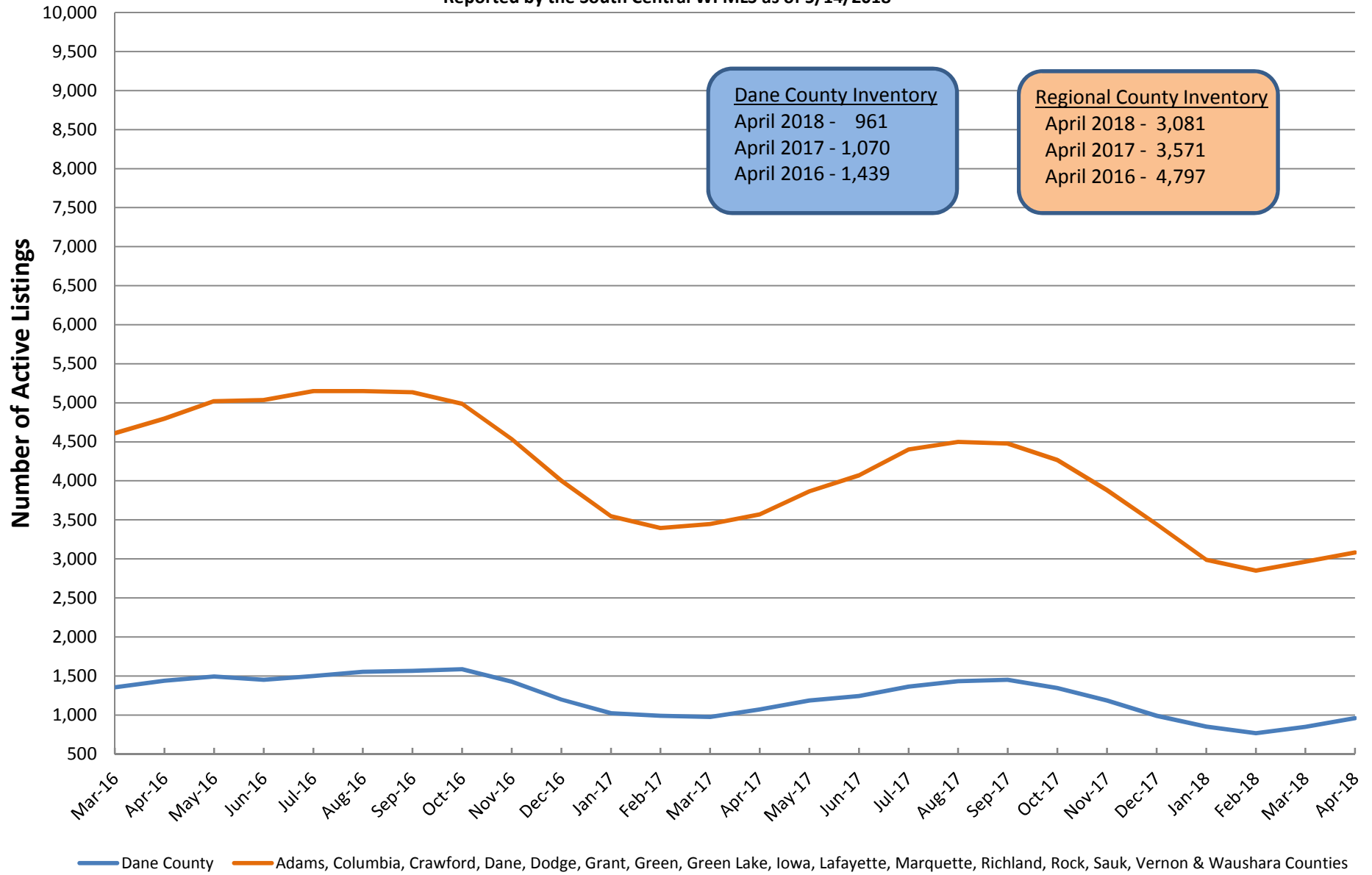
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/14/2018



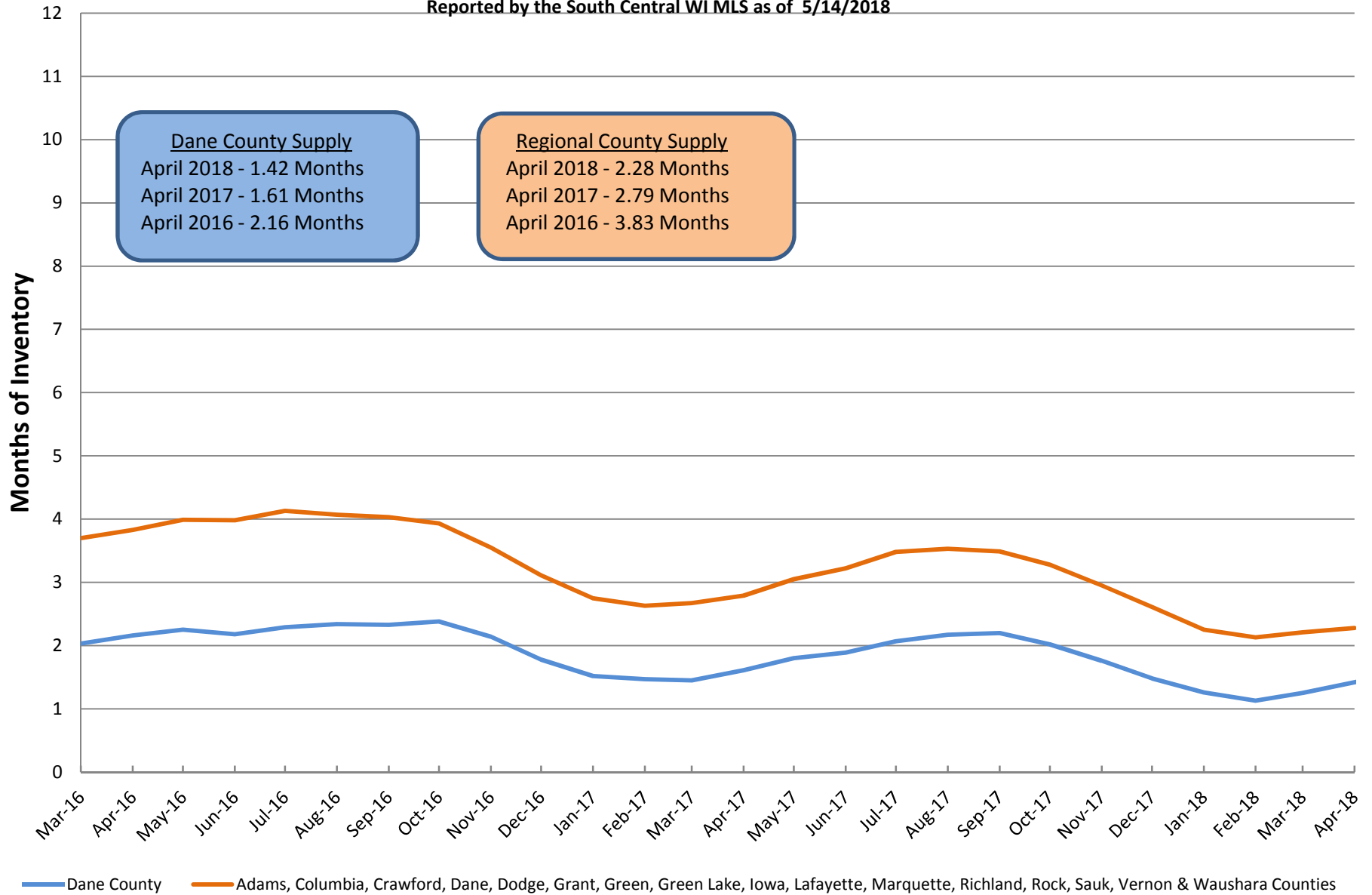
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/14/2018



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

Reported by the South Central WI MLS as of 5/14/2018



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